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ATTORDAY SUNDAY, DECEMBER 12-13, 1987

ESTABLISHED 1887

Stability Seen for Dollar

But Markets Seek U.S. Action on Rates, Budget

By Reginald Dale International Herald Tribune

PARIS -- The storm-tossed dollar could soon enter calmer waters if the U.S. authorities make a determined effort to support it, a num-ber of European and U.S. financial analysts said Friday.

EDE S The market mistrust of the dollar may be nearing an end, but the markets still need "good news" from Washington to be convinced that the worst of the dollar's fail is over, several of the analysts said.

"The downside potential is un-limited," said Chris Johns, an economist at Phillips & Drew, a London brokerage house.

The dollar has lost 8 percent to 9 percent of its value against most major currencies since mid-October. It continued to fall in international markets on Friday after hitting record lows in New York on Thursday.

In New York, the dollar fell to 128.35 yen on Friday from 129.05 on Thursday, and to 1.6315 Deutsche marks from 1.6325. (Page 21)

If the United States wants to try A CONTRACTOR OF THE PARTY OF TH to hold the exchange rate at around hese levels, at least temporarily, the perverse psychology of the markets could change quickly, according to several analysts.

"When everyone thinks that a currency is going down," said Jean Cheval, chief economist at Banque Indosuez in Paris, "it is very usual that there should be a reversal.

The same view was expressed by Gary Shilling, president of Shilling & Co., a New York economic consuliant and portfolio strategist. "When there is a unanimous conviction about something, sentiment is usually about to move the other way." he said.

J. Paul Horne, Smith Barney's Paris-based international econo-The are nearing the bottom of pessimism" about the dollar.

But he and other analysts said as dependent on the passage through Congress of the package to cut the budget deficit and the Federal Page 19 and See CURRENCY, Page 21

Kiosk

Iran Says Paris To End Boycott

VIENNA (NYT) — Iranian oil officials said Friday that France and Iran had agreed in principle on an end of the boycon that France imposed on the purchase of Iranian oil in the summer, as part of an accord that allowed the return of two French hostages from Beirut

The officials are members of the Iranian delegation at the meeting of the Organization of Petroleum Exporting Countries. French oil industry sources said that it was too early to say a deal was set but that such an arrangement would be put into effect when full diplomatic relations between the two countries were resumed.



The sale of antiquities from the collection of the Comtesse de Bénhague's collection stirs the art market. Page 10.

GENERAL NEWS Javier Pérez de Cuéllar, the UN secretary-general said Iran is undermining the Security Council's authority. Page 3.

BUSINESS/FINANCE ■ U.S. wholesale prices were unchanged in November, while Page 17. retail sales rose.

MONDAY

A year ago, investors debated which market would rise the most. These days, they seek to avoid the market most likely to stumble again. Monday in Personal Investing.

Dow close: UP 11.60 The dollar in New York: DM £ Yen FF 1.6315 1.838 128.35 5.5345

The Bottom Line: Both Sides Were Ready to Deal

By David Hoffman

Washington Post Service

WASHINGTON — Propelled by the imperatives of political self-interest and the burden of the arms race on their nations, President Ronald Reagan and Mikhail S. Gorbachev demonstrated this week that they had found a new way to do business with each other.
Gone was the tentativeness of Geneva or

the recklessness of Reykjavik. For the first time since Mr. Gorbachev came to power and Mr. Reagan decided the time had come to do business with the Russians, both leaders came to the table ready to deal albeit modestly — and ready to acknowledge where they were unable to deal.
 In the joint statement they issued Thursday night, for example, they decided to finesse the issue of Mr. Reagan's Strategic Defense initiative, known as the "star

wars" program, on which the Iceland sum-mit meeting foundered 14 months ago. In Reykjavík, Mr. Reagan stalked out because he could not accept the Soviet

NEWS ANALYSIS

demand that research on his proposed missile defense system be confined to the lab-

The Soviets have dropped that demand, and now both leaders have settled for writing a vague formulation on the program that postpones the day of reckoning and allows them to disagree without disrupting their relations. It may even permit them to

reach a second arms control agreement on long-range strategic weapons next year. Nor did they find common ground this week on the issues of Soviet occupation of Afghanistan or human rights, but they did

not walk away in acrimony on either count. They declared they would probably meet again next year, even if they do not have

another treaty to sign.

And they signed the treaty to eliminate medium- and shorter-range nuclear mis-siles in a celebration of mutual satisfaction. After years of angry rhetoric in which Mr. Reagan predicted the demise of Communism in the "dustbin of history" and the Soviets depicted Mr. Reagan as a nuclearcrazed cowboy, the two leaders found themselves talking in virtually the same

optimistic language.

Mr. Reagan's senior advisers had said before the summit meeting that they want-ed to send a political message to the Ameri-can people that the intermediate-range nuclear forces treaty was a "first step" toward reductions in strategic arms. Those advisers said they were surprised to find Mr.

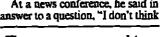
Gorbachev doing their work for them from his arrival through his final news conference on Thursday night.

In a comment that could have been lifted from the comment that could have been lifted.

from a dozen Reagan speeches, the Soviet leader said on his departure from the White House that the INF treaty was "an unprecedented step in the history of the nuclear age: the signing of the treaty under which the two militarily and strategically greatest powers have assumed an obligation to actually destroy a portion of their nuclear weapons.

In a subtle - but for the Soviets enormously important -- gesture to the Soviet leader, Mr. Reagan's speeches in Mr. Gorbachev's presence were scrubbed clean of the confrontational anti-Soviet insults that studded his rhetoric for years. There were

no comments about the failing Soviet econ-See TONE, Page 2



The superpowers agreed to a limit on the number of ballis-

tic warbeads. Page 2. there is any impediment there at all," when asked if research on the

A Soviet demand that SDI be restricted as a condition for progress on strategic arms "has been eliminated," Mr. Reagan told representatives of U.S. regional news organizations.

Mikhail S. Gorbachev, left, with Erich Honecker on Friday. George P. Shultz, right, watching Sir Geoffrey Howe sign a verification accord on Friday. on Social Security in 1983.

ments, Mr. Gorbachev continued to assail the SDI program and Mr. said.

Reagan's remark appeared to go beyond what U.S. officials were chairman of the House Armed Sercal" in the description of the treaty in the

BRUSSELS—America's European allies Still, U.S. officials insisted that the dominant attitude among the allies was enthusi-

nate intermediate-range nuclear missiles as asm and that their major concern was that "a treaty without precedent in the history of the U.S. Senate might not ratify the treaty speedily.

Speaking of the Europeans, Mr. Shultz said at a news conference: "They read about people in the United States questioning the treaty, and it causes concern. The sentiment viet officials have linked the two in the communiqué is strong and unambiguissues in the past, "and I don't "we don't know how many extra ous that people in the alliance want to see sense any particular de-linkage," Mr. Shuitz said.

American conservatives have asserted that leader, Mikhail S. Gorbachev, signed the European governments fear the treaty will tip the military balance in the Soviet Union's

> In criticism obviously aimed at the conser-vatives, Mr. Shultz said, "My European colleagues take particular umbrage at Americans who presume to speak for Europe and say the Europeans don't want this treaty." Quoting the Norwegian foreign minister, Thorvald Stoltenberg, he added, "As the

this treaty take effect."

See NATO, Page 2

Reagan Says SDI Is No Obstacle to More Arms Cuts

Washington Post Service
WASHINGTON — President

Ronald Reagan said Friday that his Strategic Defense Initiative had emerged intact from his summit meeting with Mikhail S. Gorbachev despite Soviet objections to the space-based missile defense

powers were now "in a better position to make tangible gains in arms reduction than at any time in the last 40 years."

He contended that the super-

At a news conference, he said in

missile-defense system might block efforts to reduce longer-range weaponry at the strategic arms reduction talks, known as START.

after his three days of meetings the summit meeting.

When the president entered the testing "as required," news agen-

cabinet room, the congressmen cies reported. gave him a standing ovation for the first time at such a meeting since Bob Dole of Kansas, who is seeking the achievément of a compromise his party's presidential nomina-

In his own post-summit com-nents, Mr. Gorbachev continued "We still have problems," he

tion to the Soviets."

In Brussels, Secretary of State
George P. Shultz said Soviet officities P. Shultz said Soviet officities P. Shultz said Soviet offi-

In Washington, the speaker of ally agreed sites but not other sites the House of Representatives, Jim where the United States might sus-Wright of Texas, also took a differ- pect that missiles had been placed. ent view than the president, saying

after a meeting with Mr. Reagan that the issue "quite possibly" will resurface to confront the two leaders later.

The White House optimism about the results of the summit meeting was bolstered by a survey taken by the president's poll taker, Richard B. Wirthlin, which showed a 61-percent public approval rating for Mr. Reagan.

In the altermath of the summit meeting, the third between the two leaders. White House officials speculated if results of the meeting would prolong the effective life of the Reagan presidency, especially since Mr. Reagan has agreed to go to Moscow during the first six months of next year.

The leaders hope to sign a strategic arms agreement at the Moscow meeting, but a joint statement committed Mr. Reagan to this meeting whether or not an agreement is ready to be signed.

The joint statement sidesteps the crucial issue of limiting SDI, and Mr. Gorbachev made it clear in a news conference before he left Washington that he is just as much opposed as he always has been to Mr. Reagan's plan for a missile defense system.

Mr. Reagan, in an upbeat mood SDI Testing 'as Required' In the joint statement, the Unitwith Mr. Gorbachev, gained praise ed States and the Soviet Union from a bipartisan group of congres-sional leaders who gathered in the ballistic missile treaty, which con-White House to hear his report on strains missile defenses while conducting research, development and

tion, cautioned that "Gorbachev

saying privately.

["He is trying to make an assess-caution, warning that conservative caution, warning that conservative caution ment of what the Soviets are up to," foes of the intermediate arms treaty one official quoted by Reuters said. signed during the summit meeting "But you have to address that ques-might seize upon loopheles in the

cials had not assured they would Democrat of Wisconsin. "There are sign a strategic reduction treaty very, very good ways in which the without securing limits on SDI. So-Soviets can cheat on it."

He said one loophole was that missiles there are," and another allowed inspection of certain, mutu-(AP, Reuters)

MORE SUMMIT NEWS ■ World leaders seem at a loss to characterize the summit. Page 6.

Ronald Reagan and Mikhail S. Gorbachev praised the achievements of the Washington meeting. ■ The meaning of glasnost is a matter of debate in Moscow. Page 6.

Jascha Heifetz, 86, Violin's Master Of Technique and Silken Tone, Dies

In Berlin, Cheers for Gorbachev

on his Washington summit meeting was of realism and reason."

of realism and reason."

But the leaders also to leaders and thousands of East Berliners who

ping over in East Berlin on his way back to halled the treaty signed in Washington as "a Moscow to brief fellow Communist leaders" step of historical dimension and a "triumph

By Serge Schmemann New York Times Service

cheered him along the motorcade route.

After talks, the Warsaw Pact issued a

statement on North Atlantic Treaty Organi-

zation proposals to modernize tactical, or

short-range, arms, saying that "concern was

expressed at the intentions of certain NATO

circles to compensate the elimination of both

classes of nuclear weapons on the continent

by increasing and modernizing other weapon

There have been NATO proposals to mod-

The briefing of other Warsaw Pact leaders

followed a practice Mr. Gorbachev had es-

tablished after the summit meetings in Gene-

ernize short-range nuclear missiles, which are not covered by the INF treaty, and to

improve conventional forces.

va and Reykjavik.

BERLIN - Mikhail S. Gorbachev, stop-

fetz, 86, who at age 16 was recognized as one of the world's foremost violinists and who maintained this status for more than 50 years, died late Thursday at Cedars-Sinai Medical Center.

Mr. Heifetz had undergone neurosurgery after entering the hospital Oct. 16 to be treated for complications arising from a fall. Earlier, officials said he had a malignant

 Last Performance in 1974 By Harold C. Schonberg New York Times Service Mr. Heifetz's name was synony-

pooped." His last public perfor- composer's slightest markings. mance was in 1974.

When he made his U.S. debut at Carnegie Hall on Oct. 27, 1917, two of the listeners were the pianist Leopold Godowsky and the violinist Mischa Elman. As the young Heifetz played, Mr. Elman mopped his brow and said to Mr. Godowsky: "It's rather warm in here."

"Not for pianists," Mr. Godowsky responded. In the decades that followed, Mr.

United Press International mous with perfection of technique fort by winning recognition as per-LOS ANGELES — Jascha Hei-and musicianship. His last solo haps the greatest violinist of his concert was in 1972 at the Los time. His playing was notable for Angeles Music Center, his final its silken tone, its technical perfecwords to the audience were, "I am tion and its careful regard for the

Warsaw Pact and NATO Review Summit Results

As expected, the Eastern allies - the Sovi-

et Union, East Germany, Poland, Czechoslo-

vakia, Hungary, Bulgaria and Romania -

But the leaders also took the unusual add-

ly "for the great effort made by the Soviet

Union in the first concrete step in nuclear

A statement issued after the meeting said

the treaty was "a proof of the vitality of the

new way of thinking" - the phrase Mr.

Gorbachev has used to describe his foreign

The Warsaw Pact statement briefly ad

dressed the issues of conventional arms and

battlefield nuclear weapons, to which atten-

tion has shifted with the elimination of medi-

um- and shorter-range weapons, and the

prospect of progress on strategic arms. The

alliances of East and West are negotiating in

See EAST, Page 2

He avoided showmanship, partly, some say, because he lacked the flair for it, but more particularly because he thought it was in bad taste. The critic James Gibbon Huneker defined the Heifetz approach as advocacy of "the Grecian ideal of art."

Jascha Heifetz was born Feb. 2. 1901, in Vilna, Lithuania. His father. Ruvin, a violinist, taught him to play at the age of 3. At 5, Jascha Heifetz justified his rival's discom- entered the Royal School of Music



In Brussels, Praise for the Treaty

By John M. Goshko

Atlantic Treaty Organization put that lan-

guage in the opening sentence of a communi-que after hearing a detailed briefing by Sec-

retary of State George P. Shultz about the

President Ronald Reagan and the Soviet

Behind the public praise in Brussels for the

treaty removing medium- and shorter-range

nuclear missiles from the U.S. and Soviet

arsenals, there was some grumbling, notably

by France, about new problems that the

accord might create for the defense of West-

NATO sources said that France had re-

fused to permit the use of the word "histori-

summit meeting held in Washington.

arms control."

treaty on Tuesday.

Jascha Heifetz

public appearance at age 6 with the Mendelssohn Concerto. His was a poor family, and when See HEIFETZ, Page 2

SINGAPORE — When ASEAN opens its first summit meeting in 10

veloping closer ties with Japan may turn out to be the most important

They said it was significant that

6 Nations Seek Expansion of Trade With Regional Giant

Tuesday.

and Thailand.

By Michael Richardson

officials show that the potential for

ASEAN Looks Toward Japan

International Herald Tribunc

years Monday in Manila, members will be striving to expand the economic and political cooperation that officials say is vital if the group is to retain its international influ-But analysis said Friday that de-

element in future economic growth for the organization, the Association of Southeast Asian Nations.

Prime Minister Noburu Takeshita of Japan is the only non-ASEAN leader invited to the Manila meet-

growth in Japanese investment abroad is much bigger than for the United States. Only 4 percent of Japan's industrial production is done offshore compared with 20 percent for the United States. Japan buys about 10 percent of the organization's manufactured

exports. The United States takes 30 percent. ASEAN leaders, worried that U.S. imports and investments may decline, are looking to Japan to buy more from Southeast Asia and invest more in the region. Japanese officials said that Mr.

Takeshita, making his first trip abroad since taking office last month, would announce details of According to the police, the incident began with a radio a \$2 billion financial aid package call from a taxi driver complaining that a passenger, Mr. Griffin, was refusing to pay. A police computer check at the intended chiefly to stimulate priscene showed that he was wanted in connection with breaking and entering; he was driven to the police station, where vate-sector growth in ASEAN countries.

The officials said that much of the money would be in the form of Gosset, 38, called on him to halt, then fired. Later, the police low-interest loans. Financial assistance would not be tied to the purchase of Japanese goods and ser-

Organization sources said they had been been advised that smalland medium-sized companies investing in Southeast Asia would be only about 17 percent of the eligible for the loans even if they group's total trade. Vicente B. Valwere not owned by Japanese or

ASEAN interests. They said that, if confirmed by Mr. Takeshita, this would be a major stimulus to industrial investment. The rise in the value of the ven has made repayment of Japanese loans increasingly burdensome to ASEAN countries.

Officials of the group said they would seek lower interest rates from Japan and undertakings that

ing. He is to hold talks with the the huge Japanese domestic market ASEAN heads of government on would be opened wider to ASEAN exports. Most member countries Japan and the United States are have large trade deficits with Jathe main sources of trade and in- pan

vestment for the organization. Mr. Takeshita said in Tokyo that which links Brunei, Indonesia, Mahe did not plan to announce specific measures in response to the orgalaysia, the Philippines, Singapore nization's demands for trade liber-However, studies made by some alization.

In a speech last week to an ASEAN-U.S. Business Council conference in Washington, Allen Wallis, undersecretary of state for economic affairs, said the Reagan administration was not ready for a free-trade agreement with the orga-nization similar to those the United States had with Israel and was preparing to complete with Canada. Mr. Wallis said Washington ex-

pected the Manila meeting to decide whether to proceed with a wide-ranging joint study on the organization's economic relations with the United States. Nearly all member countries

have trade surpluses with the Unit-

ed States. Prime Minister Lee Kuan Yew of Singapore said recently that he ex-

pected the summit meeting to endorse an extension of preferential trading arrangements and more liberal conditions for ASEAN industrial ventures. These measures, he added,

would "demonstrate that we have the political will to cooperate and support each other in our economic

Intra-ASEAN trade amounts to depenas Jr., director of the Southeast Asian central banks' research and training center in Kuala Lumpur, said that the intra-ASEAN share of imports and exports had declined since 1983.

Economic ministers of ASEAN countries meeting in Singapore in October agreed that, by 1992, 90 percent of items traded within the group would have preferential ac-

See ASEAN, Page 2

A Murder in Quebec Highlights the Plight of Blacks

By John F. Burns New York Times Service

MONTREAL - Anthony Griffin could scarcely have guessed that an argument with a cab driver here last month would end with Mr. Griffin dead in the parking lot of a police station, victim of a police bullet in the forehead. Much less could he have known that this would become a landmark in the troubled history of one of Quebec's forgotten minor-

Mr. Griffin, 19, was one of 120,000 blacks in this city of 2.8 million, a member of a community that traces its origins to the establishment of the French settlement. According to a recent history of blacks in the province, the first black man to set foot in Montreal, Matthew da Costa, arrived in 1632 with Samuel de Champlain, the French navigator who founded Quebec; da Costa spoke the Micmac language,

essential in Champlain's dealings with Indians. That footnote, little known in this province of 6.5 million, lends irony to the situation developing in the last 20 years, as Caribbean migrants have multiplied. According to community leaders, being black in Quebec has meant standing on the sidelines of the province's ethnic struggle, the push by the French-speaking majority for broader language and political

"In Quebec, it is being French-speaking that counts," said Dorothy Williams, a historical researcher who works at the Negro Community Center, the oldest of a dozen or more black organizations. "It's not a question of the black man having got lost; the fact is, he was never found."

Since the Griffin shooting Nov. 11, the problems of blacks in Quebec have received wider attention than they received lodged with the commission, they've never done a thing." in years. The incident prompted the establishment of an official inquiry, under the Quebec Ruman Rights Commis-sion, into relations between police forces across the province and racial minorities. The policeman who killed the black

'In Quebec, it is being Frenchspeaking that counts. It's not a question of the black man having got lost; the fact is, he was never

> - Dorothy Williams, a researcher of black history

icen-ager, Constable Allan Gosset, has been charged with Neither measure satisfied blacks; most demanded a murder charge and questioned whether the Human Rights Commission was capable of a fair inquiry. Ilma Lynton-Holy

recruitive director of the Negro Community Center, founded 70 years ago, said this was a "nunaround."

"I told Marx that," sie said, referring to Herbert Marx, Quebec's justice ministir, who announced the move. "He

acknowledged that the youth had stopped and turned around before being killed. Mr. Gosset was suspended without pay. But it was 10 days

before he was charged, and by that time 2,000 protesters, including many whites, had marched on the Palais de Justice. Public concern was heightened after the disclosure that Mr. Gosset, a 16-year police veteran, had been accused of a previous racial assault, involving a Ghanaian professor who said he was beaten by the officer in 1981. Then, the police paid an out-of-court settlement of \$1,500.

he tried to flee. According to the first police account, Mr.

Emotions in the Griffin affair were heightened by the fact that the youth was the only surviving child of a Jamaican immigrant, Gloria Augustus. But among blacks, the incident was seen as the culmination of a pattern of disregard among the authorities going back many years. Many of the problems involve the police; others involve charges of discrimination in housing, in public and private employment, and in

In Canada, Montreal is far from the only city that has had See CANADA, Page 2

11 Dead, 40 Injured By Car Bomb at Spanish **Civil Guard Barracks**

bore the hallmarks of Basque ter-

Guards in the northeastern city of Zaragoza, killing 11 persons and 30 Civil Guardsmen and their fam-

The blast ended a six-month full in major terrorist attacks in Spain. lograms) of explosives ripped a 15-It followed recent police successes

ASEAN: A Look to Japan

(Continued from Page 1) cess into each of the six home mar-

But analysts noted that many ASEAN countries produced similar goods and competed for export markets and investment. This ruled 22 killed an army maje out rapid movement toward a West driver of a military bus. European-style economic commu-

nity, they said. But this growth strategy is now under threat and one ASEAN member, the Philippines, has been rocked by coup attempts and an aggressive Communist insurgency. Because of security concerns, the

Manila summit meeting was cut to two days from three. The govern-ment of President Corazon C. Aquino has deployed thousands of troops, as well as warships and helicopters, to guard visiting officials. Raul Manglapus, the foreign

minister of the Philippines, said Thursday it was possible that a long-standing territorial dispute between the Philippines and Ma-laysia would end during the Manila

neeting.

He said that the Congress in Manila was trying to push through legislation that would renounce the Philippine claim to a large part of the Malaysian state of Sabah.

Malaysia has said that if the claim to Sabah is dropped, it would sign a treaty of friendship and cooperation, and border patrol agreement, with the Philippines.

Diplomats said Friday that such an accord would strengthen ASEAN cohesion and help reduce the flow of smuggled arms thought to be reaching Communist and Moslem rebels in the southern Phil-

ippines from Malaysia. Abu Hassan Omar, Malaysia's foreign minister, said Thursday that the U.S.-Soviet treaty to eliminate intermediate-range missiles, including those in Asia, would help create favorable conditions for keeping nuclear weapons out of

South East Asia. He said in Kuala Lumpur that a draft treaty for a nuclear-free zone Manila summit

Singapore and Thailand believe resort frequented by King Juan their SS-20s. that if ASEAN a ar-free treaty it might make it more difficult for the United States to remain in the region as a military power to counterbalance the presence of Soviet naval and air forces at Cam Ranh Bay in Vietnam.

Many U.S. warships and aircraft in Southeast Asia are capable of carrying nuclear weapons.

Walesa Says He Backs U.S.-Soviet Arms Pact The Associated Press

BUFFALO, New York - The Polish Solidarity leader, Lech Waless said in an interview with a public radio station here that he approved of the U.S.-Soviet armsreduction treaty.

"It is a step in the right direction, so obvious that everybody - all reasonable people -- know it has to be taken in order to approach the solution of the other problems," he said Thursday in an interview by telephone from Gdansk, Poland.

CHURCH SERVICES

CENTER OF COPENHAGE PRST BAPTIST CHURCH, English speaking Sun, 9:00, Reggewangode 7, (Bus 3,5,7,16) Dr. R.J. Robinson, Min, YeL. (01) 175726.

STOCKHOLM MMANUEL CHURCH, Kungstersg. & Birger Josi, Friendly christian fellowship. English, Swedish & Korean I I:00, Tel.: (06) 1:51225, &

TERNATIONAL PROTESTANT CHURCH, Eglich speeking, Suntkeys 11,30 c.so., Schor-zengasee 25. Tols (01) 69 55 25. - Charles H. Jaster, Postor.

HOLLAND
TRINITY BAPTIST S.S. 9.45, Worship 11.00, nursery, worst fellowship. Meets at Wassenson College Gertum, Karlefond 75 in Was-1 KRONLUJAWAR

CHAPEL OF ST. PIUS X, Estrada da Yo. 100, Tel.: 759-04-07. Latin Tridentine Mo 11:30. Liturgical choir, Gregorian Mas, 11:30. Liturgical choir, Gregorian chant, new members welcomed. Chapel Santa Ma-ria, Manfarte (Alenteja). Tel.: (045) 53296, 6 p.m. Père Philippe Pasot.

INTERNATIONAL BAPTST CHURCH OF HAMBURG assets at Ev. Freikirchliche Gemeinde Christuskirche, Suther Str. 18, Hensburg-Ahrona. Bible Study 1 p.m. + Wershop 2 p.m. Tel.; (0) 4101-207933.

PARES AND SUBURES THE AMERICAN CATHEDRAL (Episcopal-Anglican), Mon.-Fri. 12 noon Holy Euchorist. Anglican), Mon.-Fri. 12 noon Holy Euchorist, Sun. 9 & 11 n.m. Holy Euchorist. 23 one. George V, Paris 8. Tel.: 47 20 17 92. Handel's Messich Sunday 13 Dec., 8:30 p.m. applauded thunderously.

EMMANUEL BAPTIST CHURCH, 56 Rue der Bons-Roisins, Ruel-Melmeison. Seglish speek.

Bruhms and Mendelssohn. But he
evengelical, all denominations. S.S. 9.45;
Worship: 10.45. Other activities. Cell Dr. B.C.

collect William Vol. Mobile I care to Thomas, Paster. (1) 47.49.15.29. Me - Don't Make Believe," under

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THE CHURCH OF CHRIST THE KING. Episcopalion/Anglican. Sebastion Rinzstr. 19,
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9.00 a.m., Sucharistr 11 a.m., Sung Eucharist/Sunday School/nursery. Special Christmax + Christians Eve Services.

By Torn Burns against the Basque separatist group ETA and the Spanish government's exploratory cease-fire talks with

rorists exploded Friday at a bar-racks of the paramilitary Civil pulled from the rubble of the threestory brick building, which housed

> An estimated 110 pounds (50 kiyard (13-meter) hole in a facade of the building's living quarters.

Sentries at the barracks said two men parked a car against the build-ing shortly after 6 A.M. and then left in another car. The parked vehicle exploded almost immediately and a sentry who was approaching it was among the seriously injured.

The violence of the attack recalled ETA's last major attack in June, when a bomb in a Barcelona supermarket killed 21 persons. A car bomb early this year in Zarago-za killed an army major and the

Over the past two decades, ETA has been linked to about 550 deaths and more than 400 of the organization's members are serving prison sentences. The group is seeking to create an independent Basque

ETA is the Basque-language ac-ronym for Basque Homeland and

The attack Friday showed that the separatists are still employing violence, despite the apparent pro-gress of the Spanish government's carrot-and-stick approach to dis-band ETA and end the violence. The dual-track policy involves police drives against ETA and se-cret negotiations with separatists to bring about the organization's sur-

Police actions against ETA have been matched by political initia-tives. Since the summer, officials have acknowledged that govern-ment envoys and ETA representatives have held talks in Algeria, hinging on a separatist cease-fire and individual pardons for impris-oned ETA members.

Indicating a suspension of such contacts, a government spokesman said Friday in Madrid that there could not be talks while the vio-

Spain has been aided by France, until recently a traditional hiding place for Basques, in its crack-down. In September, the capture of ETA's alleged military commander in southwestern France prompted a roundup of more than 100 suspects in Spain and France. In the past 18 months, about 160 Basque suspects living near France's border with Spain have been deported to Spain. Earlier this mouth, the Spanish authorities revealed that a series of would would be discussed at the arrests of ETA members in Spain had thwarted a plan to bomb a ski if the Russians agreed to get rid of

EAST: Gorbachev Gets Triumphant Welcome in Berlin

(Continued from Page 1)

Vienna on a mandate for new talks on reducing conventional weapons. The statement also indicated a willingness to address Western concerns about the superiority of the Soviet bloc in conventional forces and arms.

"The allied socialist states emphasized their willingness to mainain a level necessary for their defense and also to resolve the problem of asymmetry and imbalance in individual weapons categories by reducing the armaments of the side that has superiority," the statement said.

The statements seemed intended at least in part for Western Europe maraderie and good cheer. East and preparations for a party con-and in particular West Germany, German television showed the par- gress on Monday.

HEIFETZ:

Violinist Is Dead

(Continued from Page 1)

his father tried to persuade the grent violin teacher Leopold Auer to listen to the prodigy, there were

many refusals. The family had moved to St. Petersburg to be near

When the teacher finally granted

the young Heifetz a hearing, how-ever, he announced that the boy

was the most astonishing genius in

After two years with Auer, the

youth gave a recital in St. Peters-

burg that drew attention through-

out Russia. At age 10 he played in Berlin with the Berlin Philharmon-

ic. Thereafter he toured other Euro-

In 1922, he gave four Carnegie

During World War II, Mr. Hei-

Mr. Heifetz was considered a

the Tin Pan Alley alias of Jim

In later life, Mr. Heifetz with-

drew more and more from playing concerts, saying, in effect, that he

had done enough performing and

no longer feit the need.

Auer at the conservatory.

his experience.

pean countries.

called to restore order.

where critics of the medium-range treaty have expressed concerns that without the missiles they would be ticipants laughing and bantering before the start of their talks.

The one discordant note was the

While the other leaders watched, the foreign ministers of the Soviet Union, East Germany and Czechoslovakia signed a separate treaty in which East Germany and Czechoslovakia agreed to let U.S. inspectors monitor the dismantling of So-viet missiles stationed on their land, as stipulated in the treaty.

Shultz Contends the Western Press

Was Soft on 'Novelty' of Gorbachev

Soviet leader, and would be tougher when the novelty wore off.

Mr. Shultz was speaking aboard his aircraft en route to Brussels,
where he briefed NATO allies on the Reagan-Gorbachev meetings

that ended Thursday in Washington.

Mr. Gorbachev, 56, captivated the U.S. press as a dynamic leader

who presented a much more open and benign image than some of his

"I think it's a very good thing that Mr. Gorbachev is address:

Western audiences directly and through the press." Mr. Shultz said.
"After the novelty wears off, he'll find the press is a good, tough

NATO: Communiqué Hails Pact, but France Grumbles proach withstood strong Soviet Wormer Gets NATO Post criticism, anti-nuclear protests that created political turnoil in the countries that accepted the missiles, and on-again, off-again nego-tiations between Washington and

tion now facing the nation."

On Friday, the foreign ministers of the five countries where the missiles are based signed an accord clearing the way for Soviet special-ists to inspect the missile sites on their territory as part of the treaty's complex verification procedures.

Anti-government protesters in a torchlight procession Friday night in Dhaka.

Bangladesh Opposition Defies Protest Ban

DHAKA, Bangladesh — Opposition leaders, freed from detention, defied state of emergency laws Friday and held protest rallies while renewing

calls for the resignation of Bangladesh's president,

Officials in the capital said that General Ershad, facing the worst challenge in his six years of power, might concede to an opposition demand for a

General Ershad, who dissolved Parliament on

Sunday, said Friday that elections for a new Parlia-

(Continued from Page 1)

Norwegian minister told the meeting. If you want to know what

Norway thinks, ask the Norwe-

The treaty capped a process set in motion on Dec. 12, 1979, when NATO, concerned by Soviet de-ployment in Eastern Europe of mo-

bile SS-20 missiles, voted to deploy U.S. cruise and Pershing-2 missiles at American bases in Britain, West

Germany, Italy, Belgium and the

NATO made the deployment part of a two-track strategy that said the missiles would be removed

Netherlands.

age against it.

caretaker government to oversee new elections.

Foreign Minister Hans Dietrich Genscher of West Germany said the treaty was an example of "how the alliance can make its policies prevail if it remains united and de-

left facing a far superior Soviet-bloc force with no bargaining lever-meeting of the Romanian leader, Nicolae Ceausescu. He was represented by his foreign minister, Ioan Totu, who was officially described as Mr. Ceausescu's "personal rep-

Officials gave no reason for Mr. Ceausescu's absence, and even privately. East European diplomats were not sure whether he was snub-Mr. Gorbachev's meeting and staying home for domestic reasons, the subsequent luncheon with his which include growing disearchantallies seemed permented with cament with the devastated economy

NATO appointed Defense Min-ister Manfred Worner of West Germany on Friday to be its new secretary-general, succeeding Britain's Lord Carrington, who steps down next year, Reuters reported from

ment would be held within the 90 days stipulated

by the constitution. Addressing public meetings in western Bangladesh, he said elections were "the

only constitutional means to overcome the situa-

He maintained that responsibility for running Bangladesh would go to whatever party won the

"He seems quite close to biting the bullet," a source close to the president said, adding that aides were working out the details of a plan for a caretaker government. General Ershad, 57, came

to power in a military coup in 1982. (Reuters, AFP)

NATO foreign ministers announced the appointment of Mr. Worner, 53, after a one-day session at NATO headquarters in Brussels.

been widely expected after the only the Atlantic provinces and the prajother candidate, former Prime Minister Kaare Willoch of Norway, withdrew his candidacy on blacks and 1.5 million Asians.
Nov. 30.

Mr. Wörner, a tireless campaigner for greater military spending to counter a Soviet military build-up, will be the first West German to hold NATO's most senior political

Rabin to Sign U.S.-Israel Pact The Associated Press

JERUSALEM — Defense Minister Yitzhak Rabin of Israel flew Hait and Jamaica.

to Washington on Friday to sign an agreement that grants Israel a status similar to NATO countries in new arrivals changed a community of the similar to NATO countries in new arrivals changed a community of the similar to NATO countries in new arrivals changed a community of the similar to NATO countries in new arrivals changed a community of the similar to NATO countries in new arrivals changed a community of the similar to NATO countries in new arrivals changed a community of the similar to NATO countries in new arrivals changed a community of the similar to NATO countries in new arrivals changed a community of the similar to NATO. bing the meeting in his old role as dealing with the U.S. military. The that traced its roots to slaves the maverick of the Soviet bloc, or understanding, effective for 10 brought to Quebec from Africa and years, expands the list of military the Caribbean in the 18th and early contracts Israel can bid for and 19th centuries, and to American broadens the range of military blacks, some of them also slaves, products it can sell to the United who fled to Canada between the

Israelis Kill 3 Protesters At Camp in West Bank

By Glenn Frankel Washington Past Service NABLUS, Occupied West Bank - Israeli soldiers opened fire Friday on Palestinian demonstrators

at a refugee camp here, killing at

least three persons. The clash raised the toll to at least 6 dead and more than 50 years in the occupied West Bank and Gaza Strip.

Arab witnesses said four Palestinians died at the Balata refugee camp. Two were 11-year-old boys, said the witnesses, whose account differed widely from the army's. Of the Palestinians killed since Wednesday, two were teen-agers and three were 12 or under.

The shootings occurred after the military authorities pledged to in-crease patrols and crack down on of Palestinian resistance.

An army spokesman said the crackdown would continue despite the deaths because "if we allow this to go on, it will spread all over" the West Bank.

The spokesman said the clash began when dozens of residents at the camp were ordered out of their houses by two rival youth gangs and surrounded a patrol of Israeli border police.

The latest violence in the occupied territories began last weekend with the stabbing death of an Israeh businessman in Gaza City.

■ 5 Die in Sea Clash The Israeli military said Friday that an Israeli Navy second lieuten-ant and four Palestinian guerrillas were killed when a navy boat discovered a rubber dinghy carrying guernilas off the southern coast of Lebanon, The New York Times re-

corted from Jerusalem. The navy, which closely moni-tors international waters around Israel, identified the dinghy Thursday night near the mouth of the Litani River, between Tyre and Sidon, a spokesman said Friday.

CANADA: Plight of Blacks

to absorb a growing nonwhite pop-ulation. Since a change in immigra-A communique expressed the tion policy in the late 1960s, hunministers' regret at Lord Carring-dreds of thousands of people from ton's decision to retire after four Asia and the Caribbean have setyears in office and said they had asked Mr. Wörner to take over on July 1.

Asia and the Caribbean have settied in Canada, changing major cities like Montreal, Toronto and Vancouver, and spreading out to Mr. Worner's appointment had more remote communities across

> There are now about 500,000 If the going has been rougher for the immigrants in Montreal, black leaders believe it may be because the city has been absorbed with the fight for advancement of French Canadians, a minority within the country at large but overwhelming-ly preponderant in Quebec. The fight, recurrent for a century, ignit-ed in earnest in the 1960s, just as the black community began to

Revolution and the Civil War.

WORLD BRIEFS

Beirut Weekly Says U.S. Hostage Is III

BEIRUT (Renters) — An unidentified American hostage in Lebancki
is dangerously ill but will be freed soon, the Lebanese weekly magazine
Ash Shirat will soon winter the wlease of an American hostage after his

"Beirut will soon witness the release of an American hostage after his health deteriorated in a way that threatens his life," said the magazine, which in November 1986 first revealed the U.S. arms-for-hostages trans-

actions with Iran. "Negotiations for his release have reached an advanced stage by which all the demands of the kidnappers have been achieved."

The magazine, known for its close ties to Iranian officials, did not name the hostage. Nine Americans are among 24 foreigners believed to be held hostage in Lebanon. The Islamic Jihad for the Liberation of Palestine said in March that an American it was holding, Alan Steen, 48, was gravely ill But he later appeared in a videotape made by his captors and

wounded in 3 days during the worst outbreak of violence in several vents in the occamed West Bank

BELGRADE (Reuters) — All 750 adult inhabitants of a Yugoslav

village are on a hunger strike to protest the arrest of two youths, the semiofficial Belgrade newspaper Politika said Friday.

The inhabitants of Mosevac, in the central Yugoslav republic of
Bosnia-Hercegovina, began their protest Wednesday, the paper said. The
jailed youths, also on a hunger strike, were arrested for accusing local
organizations of compution ations of corruption

Meanwhile, about 1,000 coal miners in Kakanj, in central Yugoslavia, went on strike Friday to demand a pay rise, the news agency Tanjug said. It said the miers were striking because they received a 25-percent pay increase for November and December rather than the 50 percent they had requested. They also sought a 100-percent pay raise for January. Yugoslavia has an inflation rate of 160 percent.

stone-throwers at the camp, which the Israeli Army considers a hotbed 22d Game Is Drawn in Chess Match

SEVILLE, Spain (Renters) — The 22d game of the world class championship between the titleholder, Garri Kasparov, and his challenger. Anatoli Karpov, was agreed drawn on Friday after just 19 moves. The

24-game match is tied at 11 points apiece. GAME 22

	Qui	SEA 22 CAME	DEL DELLA	(EL	
White Kasparov .	Black Karpov	White Kasparov	Black Karpov	White Kasparov	Black Karpov
I. c4 2. Nc3 3. d4 4. NC3 5. B44	ණ ණ Be7 N16 0-0	12. Nxd4	Nos ed d4 Nxd4 Qxd4	15. 0-0 16. a3 17. Nd6 18. Bb5 19. Rfe1	Rfd8 Rd7 Re7 Drawn
6. e3	ත් කර	13. Qxd4	Bxd4	•	.' • '

UN Panel Rejects U.S. Move on PLO:

UNITED NATIONS, New York (NYT) - The United Nations put itself on a collision course Friday with the United States when a key committee of the General Assembly voted overwhelmingly to condemn a U.S. congressional attempt to close the Palestine Liberation Organization's observer mission to the United Nations.

The Committee on International Legal Matters endorsed by a vote of 100-1 a resolution that affirms the PLO's right to maintain its observer mission under the UN's 1947 Headquarters Agreement with the United States. The agreement sets out the terms and conditions under which the United Nations established itself in New York.

Haiti Candidates Call on Junta to Quit

PORT-AU-PRINCE, Hairi (AP) - Four leading presidential candidates on Friday jointly called for the military-led junta to resign immediately and sparned its plans for new elections as a ruse to retain power.

The junta leader, Lieutenant General Henri Namphy, was urged by by
Caribbean leaders on Thursday to present a broadly based electoral
council. Elections on Nov. 29 were halted by violence that left 34 people dead, and opponents said the three-member junta did nothing to protect the public. The junta has said it will swear in a new nine-member Electoral Council on Saturday and move ahead to new elections Jan. 17.

For the Record

Sir James Goldsmith, the British-French investor, has given in the editorship of the French weekly magazine l'Express, the group's chairman said Friday. The chairman, Bruno Rohmer, said Sir James was stepping down because he planned to be away from France until next

TRAVEL UPDATE

Swissair Discusses Sharing of Routes

ZURICH (Reuters) - Swissair has held discussions with several other European airlines about possible cooperation, including route sharing, but no agreements have been reached so far, a spokesman for the airline

He said Swissair was considering sharing routes or technical services, and had talked with KLM Royal Dutch Airlines and Sabena of Belgium. He could not name other carriers that might have been contacted. The spokesman called cooperation in Europe one of Swissair's major goals for

However, he added: "There is no deadline. This is all taking place in view of 1992 and the liberalization in the European Community? In 1992, the EC plans to adopt what it calls an internal market, eliminating all barriers to trade among member nations. Switzerland is not a member of the EC but does not want to be shut out of cooperating, he indicated. Air France said Friday that a four-day strike by pilots that started Thursday continued to have only limited impact. A spokesman said that 75 percent to 80 percent of the airline's French-based flights would take off normally until the end of the stoppage.

2 Sides Agree on Limit to Ballistic Warheads

By Michael R. Gordon New York Times Service

BRUSSELS — The U.S. secretary of state, George P. Shultz, said Friday that the Western press was soft on Mikhail S. Gorbachev, the WASHINGTON - While they circumvented their central disagreement on the Strategic Defense Initiative, President Ronald Reagan and Mikhail S. Gorbachev resolved one important issue by de-ciding that there should be a limit

The United States had proposed a limit of 4,800, and Soviet officials

of 4,900 on the number of warsiles, as the Russians have insisted. heads on ballistic missiles. But the two sides still have to work out what those limits should be and how they should be verified. had recently hinted that a limit of 5,100 might be acceptable. Some progress was made, too, on how to verify a new treaty on long-

Specifically, the two sides agreed how many warheads are actually carried on their missiles. Further, some Reagan administration offi-cials said the Soviet side had agreed there should be a ban on the encoding of electronic signals during mis-sile tests, as the United States has

a treaty reducing long-range arms, such as what further limits should be placed on the number of warheads on land-based missiles.

that the Soviet Union accept a limit of 3,300 on the number of warheads on land-based missiles, which is Moscow's strong suit in strategic weapoury. Soviet officials are reported to have countered by saying that Moscow would accept a limit of 3,300 on the number of warheads on its land-based missiles heads on its submarine-launched

The Soviet Union gave formal deferred for further negotiation.

assurances that the throw-weight, or lifting capacity, of its missiles question of what kimits are set on would be cut by 50 percent. That was in line with past U.S. demands.

The United States, for its part, upon a strict view of the treaty, upon a strict view of the treaty, which would severely limit the agreed there could be limits on the scope of tests on the SDI program, number of sea-launched cruise miscommonly known as "star wars." Moscow has said that cuts in longrange arms should not be carried out unless the United States ad-

heres to this view. In contrast, the Reagan administration has put forth a "broad view" of the treaty, which would "counting rules" to determine allow unlimited testing of some many warheads are actually new types of anti-missile systems. The communiqué issued Thursday avoided the issue of which interpre-"signed in 1972."

As one administration official put it: "We explained our position.

nothing in the communique that contradicted the administration's view that the treaty should be broadly interpreted. But by the same token, the official said the communique did not preclude the Soviet Union from pressing its view that cuts in long-range arms cannot be carried out if the United States stops adhering to the strict view of the ABM treaty.

The Russians, however, now appear to be expressing their position in somewhat differently. Instead of demanding "strict compliance," they say the United States must

avoid "gross violations." On another important ABM Dole of Kansas.

Progress was made in some other This the United States refused to treaty issue, the two sides did-not do, and this contentious matter was agree how long the two sides mus pledge to observe the treaty, al-though they both agree that the Also unresolved was the key though they both agree to question of what limits are set on issue must be worked out.

The United States has offens not to withdraw from the ABM treaty through 1994. The Soviet Union had said that the two sides should agree to a 10-year period of nonwithdrawal. The two sides could not agree during the summit

The joint statement issued at the end of the meeting said both sides had agreed to tell their negotiating delegations in Geneva "to work out an agreement that would commit the sides to observe the ABM treaty, as signed in 1972, while conducting their research, developavoided the issue of which are permitted by the Aniva the two sides had agreed that they treaty," and not to withdraw learn the treaty as it "for a specified period of time." ment, and testing as required, which are permitted by the ABM

But the two sides now appear to agree on what should happen after the period of nonwithdrawal has elapsed. No later than three years before the period of nonwithdrawal expires, the two sides must begin talks on the implications of antimissile systems. In line with American demands, each side is free, to do what its wants after the nonwithdrawal period lapses.

Labor Secretary Confirmed United Press International

WASHINGTON - The Senate voted Friday, 94-0, to confid. Anne Dore McLaughlin as secretary of labor. She will succeed William E. Brock, who resigned to head the presidential campaign of the Senate Republican leader, Bob

TONE: The U.S. and Soviet Union Were Ready to Deal

(Continued from Page 1)

Hall concerts. At the fourth, the omy, the Soviet missile defense ef-crowd pushed into the sold-out fort or charges of Soviet violations house and the police had to be of earlier arms control treaties.

medium. So far, they are on the soft side."

"The president's views have fetz, a U.S. citizen since 1925, changed for the better, as have toured U.S. Army camps, and in mine," Mr. Gorbachev said during 1942 he heard that a throng of his marathon news conference soldiers gathered to hear him had Thursday night when a questioner appeared under duress. Before be- asked about the disappearance of pinning his concert, he told them he the "evil empire" tone in the presiwould not be slighted if any of dent's utterances. "I think we now them left. Some took advantage of have more understanding between the offer, but most remained and the president and myself.

matchless interpreter of Beethoven,
Bruhms and Mendelssohn. But he
was also the composer of a song
was also the composer of a song
sions. For example, Mr. Gorbachev repeated his determination on Thursday night to frustrate Mr. Reagan's dream of a global missile defense system, though he said he would be willing to allow the United States to squander its money in

pursuit of the dream. But Mr. Gorbachev did not insist that the joint statement include agreed to that now. The White new restrictions to limit the "star House announced that Mr. Reagan wars" program, which Congress would go to Moscow next summer cials said the Soviet side had agreed has curtailed until nearly the end of even without final agreement on a to the American suggestion that Mr. Reagan's term. For Mr. Gor-bachev it was a concession, but a "They want a smooth roll into relatively painless one, simply to the history books," a former White

Mr. Reagan, too, has come a long way in deciding to do business new way of dealing with Mr. Gorwith Mr. Gorbachev. In the early bachev may prove to be the hopeddium-range missile treaty.

The unspoken reality is that Mr. brought it down last November. Reagan can no longer use this tactic in the far more complex phase of reducing the superpowers' strategic

years of his presidency, Mr. Rea- for saive to heal his wounded presigan felt he had the luxury of wait- dency after a year of waning ing out the Soviets, a tactic that he influence. Polls conducted in the celebrated on Thursday night as first two days of the summit talks' "persistence and consistency" for the White House show that Mr. which led to agreement on the meReagan's public approval rating had returned to the level it was before the Iran-contra affair

ise of concrete results, he has all but differences could not be resolved.

Hours official said.

But although progress was made they explained their was failed got some fudged language."

Another official said there was failed got some fudged language. Another official said there was the failed got some fudged language. Hours official said. The United States has insisted

The summit meeting was a success because both Mr. Reagan and arsenals. He is running out of time. Mr. Gorbachev wanted it to succeed. They appeared to have come Although Mr. Reagan insisted to the same conclusion — that the if Washington would accept a limit for years that he would not have a time was ripe to improve Sovietimmit meeting without the prom- U.S. relations, even if their biggest

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By Clyde Haberman
New York Times Service

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100 Substance

SEOUL - South Korea's presidential campaign entered a climac-sic phase Friday in a swirl of warnings about violence and charges that brutality and fraud were being used to gain votes in the election Wednesday.

With the start of a decisive weekend of outdoor rallies in the two largest cities, Seoul and Pusan, the campaigns grew nastier on all sides. Candidates and their aides used near-apocalyptic language to describe what might happen in the lexit few days.

Kim Dae Jung, a leading opposi-fion candidate, said there could be "national catastrophe" if the gov-Woo, won a fraudulent election.

He also asserted that an army corporal who had voted for him by absentee ballot was beaten to death by a senior officer who had ordered him to vote for Mr. Roh.

The 22-year-old soldier, Chung Yun Kwan, did in fact die, as attested to by an army physician in a signed statement. But there was no way to verify the circumstances of his death, or to determine if it was related to the election.

A leading Roh strategist, Hyun Hong Choo, said that dissidents. not the civil government or the military, presented the greatest risk to the election next week. He warned that radicals might try to seize ballot boxes and burn them, thereby risking nullification of the vote.

Despite the gloomy atmospherics, the campaign proceeded on schedule with nothing of substance to suggest that South Korea's first génuine presidential election in 16 years would not take place as

A Western diplomat said that the government had assured that "it intends to abide by the results of the election whatever they are."

But tensions still ran high.

Major streets in central Secul were awash in plainclothes police officers, following a serious out-break of violence that had forced Mr. Rob to cancel a scheduled rally in the provincial city of Chonju, a stronghold of Mr. Kim. More than 100 people were injured in a vicious hail of stones and gasoline bombs by protesters shouting Mr. Kim's

"The episode prompted President Chon Doo Hwan to call an emergency meeting of key cabinet members. Later, a spokesman said that the government "will no longer tolefate any violent activities which disrupt the public's right to make a free choice and indement." Officials said they were con-

erned that militants might try to break up a major rally that Mr. Roli planned for Saturday at a large plaza in Seoul. By coinci-lence, Saturday is an important anniversary — the day in 1979 when Mr. Chun and Mr. Roh led a group of young army generals in an uprising that put them in power. Anti-Roh demonstrations seemed

almost mevitable. At a news conference Friday. Mr. Kim asserted that government grovocateurs were behind the incidents of violence that have plagued the campaign, including several directed at the other main opposition candidate, Kim Young Sam.

In accusing the government and ruling party, Kim Dae Jung said skey were "creating an atmosphere of terror to manipulate the elec-tion." He also stepped up charges

The only "morally correct and

tional catastrophe." The race is too close to call, and candidates are faced with a large teaching about condoms could at bloc of undecided voters.

Monore than 3 percent.

AMERICAN TOPICS



REMEMBERING THEIR MEETING AT THE ELBE — Bill Robertson, left, and Alexander Silvashko embrace at the Soviet Embassy in Washington during a reunion of Soviet and U.S. World War II veterans who first met in 1945 at the Elbe River in Germany. Mr. Robertson, a retired neurosurgeon from California, holds a Life magazine photograph of his 1945 meeting with Mr. Silvashko, a Soviet school principal.

A Royal Precedent For Gorbachev Visit

Mikhail S. Gorbachev's visit to the United States recalls the tour of another Russian guest more than a century ago. James W. Symington, a lawyer and former Democratic congressman from Missouri, recounts in The York Times that the 1871 visit of Grand Duke Alexis, fourth son of Czar Alexander II. lasted three months.

President Ulysses S. Grant authorized the invitation in appreciation of the czar's support of the Union side during the Civil War. The goodwill visit of Russian warships to New York had been reassuring to a U.S. government apprehensive about French and British intentions.

From New York to New Orleans, Alexis, 21, tall, handsome and well-spoken in French and English as well as Russian, underwent a gauntlet "of galas, dinners, dances, operas, speeches and factory visits, to emerge unscathed on the prairie for a few days of boffalo hunting with Generals Philip H. Sheridan and George A. Custer."

The Duke survived everything even a hail of snowballs from mischievous boys in St. Louis, Missouri, and a limerick by a forgotten versifier that went:

There is a Grand Duke named Alexis Who from Maine down to southernmost Texas In all of our cities

Must suffer committees For of Russia his father the

Short Takes

The former commanding offi-cer of the New York state militia admitted in court that for five years in the early 1980s he led a double life. Vito J. Castellano, 61, was a prosecution witness in the trial of Bernard G. Ehrlich, 59, another former militia officer, who is charged with bribing Mr. Castellano to help get business for Wedtech Corp., a military contractor. The witness said

thy, in the mid-1940s, divorced her in 1979 and married his second wife, Linda, the same year He divorced Linda in 1980 or 1981, remarried Dorothy, then remarried Linda without a secand divorce from Dorothy, who died last spring. He said that he changed the locks of his two homes so that the same key would fit both front doors.

The first thing aspiring Santa Clauses must remember is to for-get the hearty "Ho bo ho." "It scares the children," says Tammy Goodson, who trains seasonal Santas for Los Angeles stores and civic groups. Santas get a handbook to help them brush up on such things as the names of all eight reindeer, not to be confused with the seven dwarfs. They also are asked to sit through Saturday morning television cartoons and commercials to acquaint themselves with the latest in kiddie Christmas wishes. They are warned that "Santa never promises anything and he listens very carefully."

-ARTHUR HIGBEE

Iran Subverts UN's Authority, Chief Says

New York Times Service UNITED NATIONS, New York — Secretary-General Javier Pèrez de Cuellar has told the UN Security Council that its authority was being undermined by Iran's refusal to accept its cease-fire call and indicated he felt it was time to impose an arms embargo.

Mr. Pêrez de Cuéllar's remarks Thursday indicated that the United Nations bid to settle the Gulf War had reached a critical turning point, Western diplomats said.

Reporting on his latest round of talks with Iran and Iraq, the secretary-general said Tehran's leaders still were unwilling to agree to the council's 10-point plan for ending their conflict with Baghdad. More than a million people have died in the seven-year war.

Mr. Pèrez de Cuéllar made it clear that his current efforts to per-suade the belligerents to accept the Security Council peace plan had reached a dead end.

"I don't see any possibility of further movement without a fresh and resolute impulse from the council," he said.

He did not say what this impulse should be, and he refrained from calling explicitly for the arms embargo, which the council has threatened to impose on any side that refuses its cease-fire call. But he clearly implied that the time had come for the council to impose such trade sanctions on Iran.

"The determination of the Security Council to stand by its own resolution is essential if respect is to be maintained for the authority of the council on which the reputation of the organization and the well being of the international community depend," Mr. Pérez de Cuéllar said.

His report, Western diplomats said, means the Security Council finally must face up to the chal-lenge of enforcing its peace resolu-tion on the Gulf belligerents and thereby show whether it is capable of using the great powers the UN Charter gives it to enforce peace throughout the world.

At the suggestion of the Soviet Union, its current president, the Security Council is to start bilateral consultations Monday on what should be done, now that the secretary-general appears to have effectively written off his mediation effort in the Gulf.

Britain, France and the United States, the three Western countries with nermanent seats on the council and a veto over its decisions. already are convinced that Iran does not intend to end the war. They point to Iran's refusal to

accept the plan outright as Iraq has done, its dilatory approach to negotiating with the secretary-generau, constant shifts in position, and signs that Tehran is massing fresh in Kabul.

As a result, the three countries have been pressing the council for some months to start drafting an arms embargo that would be man-datory for all UN member countries under the charter.

The Soviet Union and China. which also have permanent Security Council seats and vetoes, are resisting, saying the secretary-general should be given more time to negotiate with Iran and Iraq.

But the Soviet Union, which is lraq's largest arms supplier while sharing a common frontier with minister, Mohammed Jawad Lanterritory until new frontiers are lran, also is showing signs of impajani, made clear when he met the agreed between the two countries.

the Security Council's peace plan, up to assess responsibility for the which calls for an immediate cease-

forces near the front, apparently in preparation for a winter offensive.

itence with Tehran's foot-dragging secretary-general at the United Naticular diplomats said. The control of the China, which has sold its Silk- ernment is still trying to link accep-

worm missiles to both sides in the tance of the peace plan with a war, is likely to agree to sanctions against Iran if the Soviet Union does too, diplomats said.

Iran has offered an "informal large has offered an "information" large has offered an "information" large has offere des too, diplomats said.

Iran has offered an "informal lraq has said it is ready to accept cease-fire" once the tribunal is set

fire, the withdrawal of all troops as soon as Iraq is proclaimed the behind recognized frontiers, an ex-change of prisoners and establish—Only then would Iran even con-

change of prisoners and establishment of an independent body to assess responsibility for the war.

But the Iranian deputy foreign draw its forces from occupied Iraqi

UN Envoy Talks to Afghan Guerrillas And Ex-King on Transitional Regime

By Paul Lewis

New York Times Service
UNITED NATIONS, New York — A UN envoy has opened negotiations with the exiled king of Afghanistan and guerrilla leaders on a transitional government to take power if the Soviet Union withdraws its forces, diplomats and officials said.

The envoy, Diego Cordovez, who is trying to negotiate a politi-cal settlement to the Afghan war in talks with Afghan and Pakistani officials in Geneva, flew to Rome on Saturday for a secret meeting with King Mohammed Zahir Shah, the diplomats said.

The day before, he reportedly met secretly with guerrilla leaders in Geneva. Mr. Cordóvez would neither confirm nor deny the meet-

The aim of these new negotiations, diplomats said, is to persuade the king and other exiled Afghan leaders that they must start preparing a broad-based coalition of national reconciliation to take over power from the present Communist government in Kabul if the estimated 120,000 Soviet soldiers in Afghanistan are withdrawn.

Secretary-General Javier Perez de Cuéllar and Mr. Cordóvez are said to believe that the Soviet Union will be encouraged to fix a firm timetable for the withdrawal if it sees that the opposition forces are ready to form an administration that would guarantee the safety of Afghan Communists. Mr. Cordovez was to go

Washington on Saturday to be briefed on the results of talks about Afghanistan at the Soviet-American summit meeting. He is to fly to Moscow on Sunday at the Soviet Union's invitation for further talks. In January he will continue his negotiations in Pakistan, where the

eral hopes that the next and possistan, which represents the guerrillas, could be held in Geneva in February.

This meeting would complete de-tails of a peace settlement for Afshanistan and set a timetable for the withdrawal of Soviet forces.

Zahir Shah, who was deposed in 1973, told Mr. Cordóvez last week that he would use his influence to encourage guerrilla leaders to form a broad coalition of national reconciliation, diplomats said. The king, who is described as

extremely cautious, also indicated that, if the Russians left, he would rebels ceases, The Associated Press probably be willing to return to Afghanistan as a constitutional monarch with little political power. While the king is popular with

some of the guerrilla movements, fundamentalist factions said he is not sufficiently religious. In May, Mikhail S. Gorbachev,

the Soviet leader, hinted in an in-

U.S. Panel Will Decide About Cuban Detainees New York Times Service

WASHINGTON - The decisions on whether to send Cuban detainees back to Cuba will be taken away from immigration authorities and entrusted to a special panel of the Justice Department, Reagan administration officials said.

The officials said Thursday that the change was being made because the detained Cubans, including those who seized federal prisons and hostages in Atlanta and in Oakdale, Louisiana, distrusted the Immigration and Naturalization Service and the procedures it used to determine who would be released on parole.

Officials said the secretary-gen- terview with the Italian Communist newspaper L'Unita that Moscow bly final round of "proximity would accept the king as part of a talks" between officials of the prenew coalition government to take sent Afghan government and Paki- over the country after Soviet forces withdrew.

And those involved in the negotiations said the guerrillas are be-coming more flexible in private discussions as they begin to believe the Soviet Union is seriously interested in withdrawing.

■ Gorbachev Sets Terms At the summit meeting, Mr. Gorbachev said that all Soviet troops could be pulled out of Afghanistan in less than a year — but that no withdrawal would begin until outside support for anti-Communist

reported from Washington. But President Ronald Reagan expressed disappointment that no date was set for a Soviet pullout.



The Jeading Hotels of the World

U.S. Church to Teach About Condoms

he married his first wife; Doro-

Catholic Bishops Back Anti-AIDS Educational Programs

By Ari L. Goldman

NEW YORK - The Roman Catholic bishops of the United States, longtime supporters of their church's ban on artificial birth control, have offered qualified support for teaching about condons in educational programs aimed at fighting the spread of AIDS.
In their first major statement on

the disease, the bishops emphasized, "We are not promoting the use of prophylactics, but merely

that Mr. Roh was trying to steal the dection through massive vote-buying and fraud. He warned that if nence outside of marriage and fiing and fraud. He warned that if the ruling camp wins there will be delity within marriage as well as the grave consequences, perhaps na- avoidance of intravenous drug

loc of undecided voters.

The death of Corporal Chung, olic schools, was an acknowledgwhether or not campaign-related, ment that "some people will not act raised an important question about as they can and should."

The statement marked the first as religious leaders to bring analywhich account for 850,000 of the statement marked the first as religious leaders to bring analytime that the U.S. bishops have six to bear upon the moral dimen-25.9 million registered voters, or given any sanction, however qualified, to a sexual practice that de-

parts from the church's ban on artificial birth control. New York Times Service

> Catholic Conference, which represents the 300 U.S. bishops. The position paper on acquired immune deficiency syndrome, called "The Many Faces of AIDS: A Gospel Response," was prepared

over the last nine months. The paper calls on Catholic schools around the country, from elementary schools to colleges and seminaries, to develop materials to teach about AIDS prevention. The role that condoms can play in preventing AIDS would be included in these courses as long as it was presented within the framework of

Catholic moral teaching, according to the Reverend Thomas G. Gallagher, an adviser to the bishops who helped draft the document.

The bishops also are interested in influencing the broader public, noting in their statement that they felt moved out of a "responsibility Father Gallagher, who is secre-

icial birth control.

The statement was released in in no way diluted the bishops' op-Washington by the 50-member Administrative Board of the U.S. position to artificial birth control; rather, he said it involved a choice rather, he said it involved a choice between two "evils."

"We are saying that we don't like this idea at all," he said of condoms, "but we know that ignorance about this matter could cause death. Our position is a toleration of a lesser evil to prevent a greater

In the paper, the bishops repeat-edly call for compassion toward those suffering from the disease; oppose mandatory testing for the AIDS virus; reject calls that AIDS patients be quarantined, and urge those in health care professions to "be mindful of their general moral

The bishops state firmly that they oppose the approaches to AIDS prevention that involve the so-called "safe sex" methods, such as condoms, which do not involve the exchange of bodily fluids.

The statement drew praise from organizations involved in AIDS education. B.J. Stiles, executive director of the National Leadership Conference on AIDS in Washing ton, praised the bishops for fashioning a "compassionate, nonjudgmental response" to the crisis. The statement was condemned,

however, by one conservative Catholic who leads an anti-abortion organization. "It's atrocious," said Judie Brown, president of the American Life League, which is based in Staf-ford, Virginia. "Roman Catholic teaching against artificial contra-ception is as clear as a bell. The

bishops are confusing Catholics once again."

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Slam Stewart, Bassist Who Wrote 'Flat Foot Floogie,' Is Dead at 73

NEW YORK — Slam Stewart,

73; a distinguished jazz bassist celebrated for singing along with his

solos, died of congestive heart failure Wednesday at his home in

Binghamton, New York.

Mr. Stewart, whose professional

career began in the mid-1930s,
played bass in groups led by Benny

Goodman, Art Tatum, Erroll Gar
right and other leading musicians.

mer and other leading musicians. During his stint in the popular

duo Slim and Slam, with the singer and guitarist Slim Gaillard, he was co-author of several hit tunes, most notably the novelty song "Flat Foot Floogie With the Floy Floy." Mr. Stewart also is remembered as the man who sang along with his bass while playing with a bow, pro-ducing solos with a rich, slightly eerie sound. Some critics thought the technique was a gimmick, but Mr. Stewart, who was always in

demand for his more conventional bass-playing skills, used it for musical rather than novelty effects. "He featured the bowing-andsinging technique in "Slam Slam Blues," recorded at a mid-1940s allslar session with Red Norvo, Ted-Goodman's sextet and big band, dy Wilson, Charlie Parker and Dizzy Gillespie.

weeks ago.

Leroy Stewart was born in Englewood, New Jersey, on Sept. 21, 1914. In 1934, he spent a year studying at the Boston Conservatory, where he heard a jazz violinity. Ray Party cinging along with ist, Ray Perry, singing along with

Mr. Stewart began singing along with his bowed bass, but pitching his solos. his voice an octave higher, creating a broader, more sumptious sound. He introduced the technique in New York when he arrived there and began free-lancing in 1935. "At times, I slapped the bass when I played," he told John S. Wilson of The New York Times.

"It had the same sound as a slam. They gave me the name Slam, and I've been stuck with it ever since. But I'm very used to it and prefer it to Leroy." When Slim Gaillard was drafted in 1941, Mr. Stewart joined the Art

other celebrated musicians.

New York Times Service
Mr. Stewart was actively perNEW YORK — Slam Stewart, forming and recording until a few
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NEW YORK — Slam Stewart, forming and recording until a few

NEW YORK (NYT) — Frederic V. Grunfeld, 58, an author and journalist whose biography of the French sculptor Auguste Rodin was published last month, died of a heart attack Wednesday in Barce-lona. He lived near Deya, Majorca, and had been a cultural correspondent in Europe for three decades.

Mr. Grunfeld was in Barcelona on his way to Majorca from visiting New York in connection with the publication of "Rodin: a Biography" by Henry Holt & Co. His other books included "The Art and Times of the Guitar"

(1970), "The Hitler File: A Social

History of Germany and the Nazis, 1918-1945" (1974) and "Prophets Without Honor: A Background to Frend, Kafka, Einstein and Their World" (1979). In a recent interview Mr. Grun-Tatum Trio and then formed his feld said he became interested in own trio, with a young newcomer, Rodin in his childhood in Berlin, Erroll Garner, playing piano. Mr. where a cousin, Paul Cassirer, was Stewart then played with Benny Rodin's dealer. In New York in the 1950s, Mr. Grunfeld also met Edgar Varèse, who had been Rodin's

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It Was a Good Summit

meeting ended in something less than total cheers and hurrahs. That is probably just as well. A valuable missile treaty years in the making was signed as scheduled; although Mikhail Gorbachev reported "some headway" in reducing strategic arms, the work done on regional disputes and on human rights fell short of producing accord. No one who observed the lurches last year at Reykjavik, however, would argue that summits are necessarily the right place for bold negotiating breakthroughs. All over Washington Mr. Gorbachev displayed his wit and energy, but, we surmise, not too many people took this display as the last word on the summit. By the end of the three days, it seemed that contacts between the leaders had been extended, issues clarified and impetus given to a search for ways to ease the real differences between the two countries. That is plenty.

It was not so long ago that the Soviet press was portraying Ronald Reagan as a new Hitler. This image yielded to Mr. Gorbachev's decision to seek out the American president as an interlocutor, the better to allow him to tend to his country's sizable domestic cares. On his part, Mr. Reagan added to his instinctive aversion to communism a pragmatic view permitting him to seek common ground on practical political concerns. But whether their relationship now has a special chemistry to it, as some on both sides (on rather flimsy evidence) were at one point suggesting, is less important than that they had the opportunity to come to a clearer

view would help them pursue understandings of mutual advantage. It also should show them where further agreements will be hard to come by Both leaders use words such as "true peace" and "good peace" to describe their aims. But nothing in their shared national experiences suggests that all differences between their countries are artificial, accidental, unnatural, soluble — far from it. The right Soviet-American goal re-mains to reduce the costs and penils of a difficult adversarial relationship.

The point is tellingly illustrated by Mr. Gorbachev's continuing inability to grasp the American view that a prime purpose of a better relationship is to see the Soviet Union put into practice its commitments on emigration and human rights. Evidently he had thought some lesser gestures and an emphasis on arms control and peace would ease the pressure on this front. When it did not he responded sharply and in some instances bizarrely, as in his suggestion that Moscow in limiting Jewish emigration does only what Washington does in limiting Mexican immigration. By opening himself to a good range of American opinion on this and other issues, however, Mr. Gorbachev used the summit well. Presumably he will carry his findings back to the Politburo. We hope that, on a return trip, he does more business and continues his education, and that Mr. Reagan does the same when he goes to Moscow next spring.

- THE WASHINGTON POST.

A New Warning on Trade

Bad news on the October trade deficit came right in the middle of the Washington summit conference. Even as President Reagan and Mikhail Gorbachev explored arms control, there it was - stark confirmation that the Soviet Union is not the only superpower with economic problems. America's economy is also out of kilter, and the experts are not sure how to fix it.

Uncertainty is particularly pronounced over the trade delicit. For two years, Washington has acted on rosy assumptions that the imbalance of exports and imports would shrink as the value of the dollar fell. Even after the stock market sounded its alarm on Oct. 19, the White House and Congress believed that a modest, partly fake attack on the root problem — the budget deficit — was sufficient response. Comes now a new warning.

The Commerce Department says October's imports exceeded exports by \$17.6 billion. That is the biggest ever, and 25 percent more than September. It appears that the full-year deficit will climb to \$175 billion; shortsighted administration fore-

casters had predicted a drop to \$140 billion. Their prediction was based on the theory that as the dollar falls, imports slow down because they become more expensive, while exports rise because they become cheaper for foreigners to buy. Normally, the trade gap does not start shrinking for at least 12

months after the dollar starts to decline.

Last time it was two years. Now it is slower.
One explanation for the longer lag this time is the effects on American buying habits when the dollar's value was exceptionally high. While the president boasted that the "strong" dollar was a tribute to the country's vigor, American industry and consumers developed strong attachments to foreign products, and continue to buy them despite higher prices. Yet how much of the trade deficit does this really explain? The causes of the trade deficit run deeper

still. America has been consuming more than it produces, and borrowing the difference. As the nation's foreign debt piles higher, so does the cost of interest and dividends paid to the foreigners who invest in America. Those payments weaken the U.S. economy. The obvious way to reduce borrowing is to reduce the budget deficit.

While the president talked with his guest about missile throw-weights and such, his chosen chief of the Federal Reserve spoke out for the first time on the weight of the budget deficit. Alan Greenspan, the Fed's new chairman, asserted that Mr. Reagan and the Congress still had not done enough to reduce it. As the experts search for additional answers to close the trade deficit, the least the government can do is clamp down on the budget deficit.

-THE NEW YORK TIMES.

This Is Not Appeasement?

Turks onto an airplane bound for Gabon in bombings in Paris, not to scom a French West Africa. An additional eight Iranians court's attempt to question an Iranian who and a Turk are under house arrest. All were hid in an embassy with no claim to diplomataccused of harming French interests by ic immunity? Had he done so, France might plotting against the Khomeini regime. Oh no, says Paris, this is not appearement and has nothing to do with other efforts to placate Iran and gain the release of two French hostages held in Lebanon. Who could possibly think otherwise?

It happens that all this was consummated on the day that commemorates the signing of the great United Nations Human Rights Declaration — inspired by France's own epochal declaration in 1789.

It happens that Iran is one of the world's worst human rights offenders, notorious for the torture of political prisoners and the relentless persecution of 300,000 adherents of the Baha'i faith. And it happens that the dictator directly responsible is the very Ayatollah Khomeini who was given asylum in France and allowed to conspire there for years against the shah of Iran.

Was the shah's mistake not to take any French citizens hostage, not to harass French

France has packed 14 Iranians and three diplomats in Tehran, not to plot a wave of have expelled the ayatoliah to Gabon and taken other steps to soothe the shah.

Gabon is thought to be much more vulnerable to penetration by Iranian secret police; thus to send 17 foes of Iran there is to expose them to danger. France's new terrorism policy, explains Interior Minister Charles Pasqua, is never to accept French citizens being held hostage and to "do everything in our power, without compromising a reselves, without regard to other peo-ple's whining" to obtain their release.

Still others can, without whining, remind the minister of a principle the French themselves have named, defined in a volume on human rights published in Paris by UNES-CO: "Of particular importance for refugees is the principle of non-refoulement, i.e. that refugees may not on any account whatsoever be expelled or returned to a country where their life or freedom would be threatened."

-THE NEW YORK TIMES.

Other Comment

Keeping the Trenches Quiet

[Mikhail] Gorbachev wants the trenches to stay quiet for the next few years, while he goes about his reorganization job behind the lines. He is doubtless sincere in saying that no future skirmish should be allowed to go nuclear. That is only a limited comfort. Pluralism and Leninism will stare grimly at each other so long as they both exist.

The trenches can be filled in - and Russia can build a fully modern economy — when it breaks out of the constrictions of its present system of government. That need involve no immediately humiliating renunciation of doctrine. The first step would be for Mr. Gorbachev to remove from positions of influence those members of the party who oppose his policies, but let them stay in the party, argue their case and fight for it in regular intra-party elections. That would

start to make Russia a freer place. Full pluralism could come face-saving years later. - The Economist (London).

Should we be disappointed by the out-come of the summit? Except for the now historic "Treaty of Washington" on intermediate-range missiles, it is clear from the com-ments of Messrs. Reagan and Gorbachev that nothing new was achieved. But the most successful summits have rarely been marked by anything but solemn signing ceremonies.

U.S.-Soviet exchanges have developed considerably in the past year. Unless bad will arises anew, these contacts can only be reinforced by the immumerable inspection visits the treaty allows. In an unheard of move, the Soviet chief of staff was allowed inside the Pentagon to visit. This alone says more than all the media victories the Gorbachevs won. - Le Monde (Paris).

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This 'Scrap of Paper' **Was Worth the Effort**

By Thomas Powers

WASHINGTON — It was not tional treaties, but the experience of W just a scrap of paper but some-thing closer to a reprieve that Ronald Reagan and Mikhail Gorbachev signed in Washington, thereby tacking at least 10 minutes onto the expected life span of Western civilization. You would think everybody might raise a glass of Christmas eggnog to that, but when the auditors tote up the balance sheet for the new INF treaty, you can bet they will heavily discount — if they take notice at all — the sigh of relief from those

who live inside the target circles.

"Target" is a word that should suggest shooting and violence. No one professionally involved in the business of national defense thinks of "intermediate-range nuclear forces"
— missiles with a range of 300 to
3,000 miles (about 500 to 5,000 kilometers) - as actual weapons. All agree they are too dangerous to use. Arms treaties have other purposes securing Ronald Reagan's place in history, for example, or freeing bil-lions of rubles for Mikhail Gorbachev's economic reforms.

But the real significance of the INF treaty is hidden in plain sight. It will reduce the level of violence in the event of a big war in Europe — a continent so crowded that the experts sometimes talk of German towns as being only two kilotons apart. Since we are talking about scrapping 2,600 missiles, this ought to qualify as a big deal. But skeptics of the right will say the treaty only exchanges one threat for another - Soviet nukes for Soviet tanks, which outnumber NATO tanks three to one. Skeptics of the left will say the treaty doesn't matter because both sides retain nukes enough of other types to leave Europe looking like an empty parking lot. Skep-tics of the center will say the Euromissile controversy was all politics from the beginning. If you listen to the skeptics you can't help wondering why both sides fought so long over what amounts to a scrap of paper.

The hardest thing in any arms-control negotiation is to take an igreement seriously after it is signed. The agreements seem so paltry, the effort so long and wearing, the re-maining arsenal still so large. The first U.S.-Soviet agreement of signifi-cance was signed in 1963. It banned nuclear tests in the atmosphere but did nothing to limit tests underground - both sides have developed and tested scores of new warheads since then. "What difference did it make?" the skeptics ask.

In 1972 came the first SALT agreement, which set "limits" on strategic aspiration persists, the Soviets seek weapons — that is, it allowed the arms agreements as its instrument. building of new weapons already on the drawing board. The second SALT agreement, signed in 1979 but never ratified by the U.S. Senate, "allowed" both sides to build one new strategic system — the American MX and a is willing to say that he's prepared to similar Soviet missile. For skeptics, live with other philosophies in other this was like arguing over what color countries." "Prepared"? Of course to paint the coffins.

But wait — don't forget what the chancellor of Germany, Theobald von Bethman Hollweg, said about scraps all espoused forms of "peacet of paper at the outset of World War I. He was aghast, incredulous, horrified that Britain planned to fight solely because it had solemnly promised Belgium —on paper —that it would fight if anyone violated Belgian neutrality. "Just for a scrap of paper," protested age the climactic spasm of East-West Bethman Hollweg in disbelief, "Great Britain is going to make war." Histori-Mikhail Gorbachev says Lenin ans can cite 90 reasons why Britain never even thought like a Leninist. went to war in 1914, but the reason the never even thought of "imposing British gave at the time — the one communism throughout the world." thing that made looking the other way unthinkable - was that scrap of paper

recording a solemn British promise. This is far from the standard evalu- cannot live in peace; in the end, one ation of the role played by interna- or the other will triumph — a funeral

arms control tends to confirm it. A mighty effort is required to repudiate

The weapon builders have a ready fund of bright ideas for new hardware, but arms control agreements, not strategy or money, are the biggest factors in deciding whether to go ahead. This was not always so. Soviet and U.S. arsenals are curious grab bags. They include weapons of wildly differ-

Into this chaos, arms control agree-ments have brought a degree of order

a treaty. The skeptics all say arms agreements have failed to make us safe. They are right. But they are wrong to suggest that arms control agreements have been irrelevant. Be-fore 1963, the United States and the Soviet Union detonated hundreds of nents have been irrelevant. Benuclear weapons in the atmosphere. Many different reasons were given for these tests. The two sides have detonated none since, for one reason only: they promised not to.

ent types, built for reasons hard to credit — like the MX, promised to the air force because the navy got the last big new system. Or the multiple independently-targeted re-entry vehicle, or MIRV, funded by the Pentagon in 1963 to mollify missile designers unhappy about the test ban treaty. Why did the first version of the Minuteman missile have a one megaton warhead? Because officials wanted the weapon to sound big and scary, and one million tons, like one million dollars, is an American's way of saying "a lot."

and sanity. The size and number of missiles, the maximum number of warheads they can carry, the fact that no attempt is made to hide or camou-flage missile silos, how many can be tested at once before alerting the other side in advance — are all determined in fact, not just theory, by agreement. Considerations of nuclear strategy, expense and public senti-

7 ASHINGTON — Mikhail Gor-

VV bachev had the sort of audiences one politician defined as ideal:

intelligent, well-educated and slightly

This December is springtime for

detente, the catalyst of which is arms

control. Consider this paradox: If the

Soviet Union has suddenly aban-

doned its aspiration for world hege-

mony — if the regime has discarded

the Leninist basis of its legitimacy -

arms control is not urgent. If the

President Reagan says that al-though Soviet leaders have repeated-

ly seen "the future in a one-world

communist state," Mikhail Gorba-

chev "has never made that claim, but

he will live with pluralisms that are —

Stalin, Khrushchev and Brezhnev

all espoused forms of "peaceful coex-

istence." It was a facet of building

"socialism in one country"; it is a

necessity for a nation condemned by

its economic irrationality to parasitism

off Western capital and technology, it

expresses the fact that in the nuclear

One wonders, then, what Lenin was

thinking when he wrote: "As long as

capitalism and socialism exist, we

drunk. Drunk, that is, on detente.

The next summit should require a little less climbing.`

SALT-2 agreement is not even a legal scrap of paper and yet it imposes immense moral restraint on the military planners of both sides.

An ocean of ink has been spilled in the last decade over the wisdom of deploying intermediate-range missiles in Enrope. The arguments are all moor. Henceforth, there shall be none - not because they are too expensive or scare the public or destabilize the nuclear balance or threaten greater dangers than the one they are designed to prevent - but because the two sides have solemnly agreed the number shall be zero.

But for all the strength of armscontrol agreements, they cannot be said to have made us sale. This suggests a second reason why it is hard to take arms control agreements seriously - the weapons are too terrifying. The nuclear age has been one long episode of psychological denial —a plain refusal to admit the danger posed by nuclear weapons.

The abiding tone of the professional literature is one of reassurance --- why it is all right to have weapons too dangerous to use, how they keep us

Drunk on Détente, and Stuck With the Tab

By George F. Will

dirge will be sung over the Soviet republic or over world capitalism."

ways the importance of Soviet ideolo-

gy. Leonard Shapiro said Leninism

was not a blueprint but a compass.

Alain Besançon says communism is

not the instrument of the Soviet state;

rather, the state is the instrument of

communism. In Robert Conquest's

formulation, the problem is not that

Mr. Gorbachev reads Lenin nightly.

The problem is that the Soviet elite are "men whose attachment to the

Leninist attitudes is part of their

whole personality rather than a mat-

nation, tyranny and irrationality —
afflictions of the Soviet masses for 70

years — suddenly are intolerable to the ruling elite. That change, say de-tentists, either is because of, or is the

cause of, Mikhail Gorbachev. Mr.

Reagan seems to think Mr. Gorba-

chev is something that Marxists say is

impossible — a man who wrenches

But the Soviet regime is not the

radical evil Mr. Reagan has said it is if it can be transformed by the coming to

replicate the ruling elite. It does so

through a thorough socialization pro-

cess that prevents anyone unrecon-

ciled to the regime's ethos from ap-

proaching the pinnacle of power. The

pool of candidates from which the Politburo rises is composed of char-

power of a particular individual. A defining trait of a totalitarian regime is the ability continuously to

history onto a new path.

Detentists say that privation, stag-

ter of the 'opinions' they hold."

Scholars have expressed in various

safe. But if nukes keep us safe, then controlling them through internation-al agreement falls into the category of nice-to-have, not life-or-death.

These difficulties make arms control a sometime thing — three agreements (four if you include the unratified SALT-2) in 42 years. Odds are it will take eight or 10 years for the next one, despite excited talk about a new understanding on strategic arms. Arms treaties create their own opposition. There is something about the spectacle of U.S. and Soviet leaders toasting each other in long-stemmed champagne glasses that brings cries of "Not So Fast!" from folk who have memorized the sins of the Russians.

As it was, so it shall be. The ink is barely dry on the INF treaty and we can already hear a new round of muttering. It will grow loud before the treaty is ratified. If arms control doesn't matter, then why all this fuss over another scrap of paper?

The writer, author of "Thinking About the Next War," is working on a history of strategic weapons. He contrib-uted this to the Los Angeles Times.

acter types shaped by the regime and suited to its continuation.

Reagan says that Mr. Gorbachev

"sincerely believes" what he says

about American "shortcomings" and

would be mellowed if he could "see

what there is to see in this country."

See Gorbachev. See him see our su-

ca's "shortcoming" — what a word!
— is that it is doomed by inexorable

laws of history to a losing conflict

with socialism. Leninists do not "be-

lieve" this, they know it.

When talking about human rights,
Mr. Reagan talks, as Americans are

wont to do, like a schoolmarm. There

And "maybe we could make them see"

simply would repeal the restrictions"

on religion. "Simply"?
Mr. Gorbachev's warm reception

by Americans was preceded by his

that, Mr. Reagan said arms control

would not be contingent on any im-

provement in Soviet behavior any-

where. So the lesson of this summit is

that the Soviets can have détente

whenever it suits them, cost-free, not

Washington Post Writers Group.

to ASEAN is adrift, directionless.

Armid great changes in the Pacific

region, U.S. leadership has underper-

even paying a rhetorical price.

But in Leninist categories, Ameri-

permarkets. See Spot run.

With American sweetness, Mr.

Had Lost Its Neutrality.

By Flora Lewis

W ASHINGTON — The third
W Reagan-Gorbachev summit
conference brought no major break
throughs beyond the treaty banning
medium-range missiles. But acither
was there a breakdown as at Reaka
vik, and hopes have been raisection
more far-reaching accords next vices.
The Russians are in a hurry. They
say Mikhail Gorbachev must major

say Mikhail Gorbachev must make some fundamental decisions in the near future, and they depend very much on what kind of relations was: cow can expect with the United States up to the end of the century of According to Valentin Falin, they want to launch a new era with Roads

Reagan, partly because they realize at they want for another president could take three years or more to meet a point of decision, partly because "Mr. Gorbachev believes that if because make an agreement with this afters conservative president it will prove that his policy is realistic."

Mr. Falin is an important man in Moscow, now the head of the Sofiest press agency Novosti. As such it sale, job to tell the world what Moscow, wants it to hear. He has some insula wants it in the say when asked wing Mr. Gorbacker is in such a hunger;
"Time is no longer neutral," Mr. Falin said in an interview. "If it said used now for developing a better a rection, if it is lost for positive goals, the possibility can be very negative? He listed several reasons the Solie.

leader feels the moment is fateful. First, there are internal factors is need for calm on the international scene so the Russians can molifize not only material but managerial resources for perestroika, their "resources for perestroika, their "resou ence we must develop, where to put priorities among civilian, military, dual-purpose efforts. We have milimake overall investment decisions.

"In our eyes it is very important to be more or less sure how far weicht agree with the U.S. on further develop-ment of military technology," he add-ed. "Science is on the brink of farreaching discoveries, in electronies, biochemistry, physics, chemistry. These deep discoveries could be turned to military use" as previously happened with nuclear physics, "and if we start on that, the genie will be out of the bottle. It will be very hard to go back, so we must be clear on both sides where we will restrain our-

selves, what we can expect.
The problem with your Strategic Defense Initiative is not the program itself. It is how far you really mean to go with dangerous technological developments for war in space as well as on the Earth and at sea. Officer nations will follow if you plunge ahead, and what they will do with it

is teaching to be done. He says "we've got to make them see" that the Helsin-ki undertakings should be fulfilled. neither you nor we can decide."

Mr. Falin pointed out that many military systems in both Soviet and that expanded freedom would decrease desires to emigrate. And "maybe we could help" Mr. Gorbachev more accurate weapons or to get rid of understand that emigration for relithem and reduce the arsenals." He gious reasons would decrease "if they spoke of ecological danger and the short amount of time that may be left to protect the environment before the damage becomes irreversible. Nei-NBC appearance, during which he spoke in the old clanging categories of Leninism about human rights, the Berlin Wall and Afghanistan. After ther you nor we have the resources to take the necessary measures now, we're putting them in military efforts." It is clear that the Chernobyl acti-

dent had a deep impact on Mr. Gorbachev's thinking, forcing him not only to a new awareness of the danger of war but also of the uncertainties of the modern world. But Mr. Falin said the Soviet leader would "draw the conse-quences" if the United States refuses

to join in long-term restraint.

There was a chilling threat in Mr.
Falin's words, usually avoided in Mr. Gorbachev's public pronouncements but nonetheless implied. He said: We won't copy you anymore, making planes to catch up with your planes, missiles to catch up with your missiles. We'll take asymmetrical means with new scientific principles available to us. Genetic engineering could be a hypothetical example. Things can be done for which neither side could find defenses or countermeasures, with very dangerous results.

If you develop something in space, we could develop something on Earth. These are not just words.

I know what Γ m saying.

Threats have always been part of the Source construction.

the Soviet approach to bargaining, and Mr. Falin is a veteran of Soviet diplomacy. But what he and other high-level Russians, particularly Mikhail Gorbachev, are saying shows they are thinking years ahead. They feel they are at a crossroads He contributed this comment to the and they are impatient now.

International Herald Tribune. The New York Tones.

Time for ASEAN to Go Beyond Chilies and Snowplows

UALA LUMPUR — There is a sense of poignancy in having the third summit meeting of the ASEAN countries in Manila ASEAN is reshaping its future while the host nation is trying to find one. The sixmember group is seeking stronger regional bonds while the Philippines remains a house divided.

Poignant, but also appropriate.
The Philippines, confused and struggling, is a fitting backdrop for the
Association of South East Asian Nations as it meets Monday and Tuesday to address geopolitical, economic and security concerns vastly different from when the organization was founded in 1967 with the signing of the Bangkok Declaration.
ASEAN was an expedient created

to ease regional tension. But eight years later, when the United States left Vietnam after the fall of Saigon, ASEAN suddenly felt exposed, and urgently required new initiatives. In 1976 the first ASEAN summit

meeting was convened, hastily, in Bali, The resulting document was meant to give credibility and content to the group. But the quickly assembled packages covering trade and industri-alization projects have yet to make an impact on the ASEAN economies.

A trade liberalization package now covers 12,000 mostly inconsequential items, from chilies (which every member grows) to snowplows (for which no member has found a use). Trade be-tween the ASEAN countries — Bru-nei, Indonesia, Malaysia, the Philippines, Singapore and Thailand remains at less than 20 percent of the group's total, chiefly due to Singa-pore's role as a free-trader.

Similarly, the various industrial cooperation schemes have yet to produce much of anything except cynicism about the seriousness of the group. The lack of progress is stretching the patience of entrepreneurs seeking opportunities in the region.

But why should this come as a surprise? Economic nationalism, thriving along with political chauvin-

ism, has always been the dominant question for the heads of state is force in the region. ASEAN members are still in the throes of nation-build-ing; every one of them is struggling to on this. Indonesia and Malaysia say survive technological change, protec-tionism and competition from nations where wage levels are lower.

Recent disruptions in global financial markets add to the uncertainties. The question is whether this will make ASEAN members more inward-looking than ever or, instead, more regionally minded. modic development, the need to

Thus, after two decades of spas-

Its various schemes for

industrial cooperation have produced little

but cynicism so far.

move in new directions is urgent. Recent efforts for peace in Indochina, especially the talks early this month in France between Prince Sihanouk and Prime Minister Hun Sen of Cambodia, mean that ASEAN cannot maintain its focus on security issues. But if economic cooperation is to be the main thrust of attempts at collaboration, the terms of such col-

laboration must be made clearer. There is no dearth of suggestions for this. Proposals for regional economic collaboration range from simple bilateral projects to more in-volved forms of integration along the lines of the European Community. Economics ministers have met and mapped out a simple and practical program for trade liberalization. This

at the Manila summit meeting. But there are other issues that will haunt the ASEAN agenda --- some of them not even on the agenda. One is the future of American bases in the Philippines. The tough

will be discussed by the heads of state

whether they should be allowed to no, while the Philippines, Singapore and the others favor leaving them in place. Throughout Southeast Asia, most people are convinced that Washington should not pull out --the region is too rich economically, and too strategically vital.

But it would be impossible for

ASEAN to help in the upkeep of these bases, much as Manila would like it to. Individual members may chip in, but not the group collectively: That would in effect make ASEAN a military arrangement, which it has been at pains to avoid becoming.

The Cambodian conflict remains

unclear as an item on the ASEAN agenda. Indonesia has initiated 'cocktail party" talks with Vietnam. But not all members, particularly Thailand, favor this approach.
The Cambodian situation is a politi-

cai stalemate, a national tragedy reflecting a failure of resolve by the Western powers to defend what was a free nation. While ASEAN members have lobbied at the United Nations for a Cambodian settlement, any solution is likely to be worked out by an all-Indochinese cast. The Sihanouk-Hun Sen accord reached Dec. 4, though now under a cloud, could be a prelude. Another focus in Manila will be Japan. Prime Minister Noboru Take-

shita has been invited to Tuesday's talks. That will make him the only leader of a non-ASEAN nation there. This foreshadows a wider role for Tokyo in the region: Japan has already conquered the group economically; ASEAN has become trapped by its dependence on Japan as a market, a supplier of technology and a source of capital. These may be umpleasant statements. But with the bait of a \$2 billion aid package. Tokyo will be able to dictate terms to its neighbors. By contrast, the U.S. commitment

formed. Washington has lost much credibility in the region over its handling of global economic issues in recent months. Its lack of vision and the absence of a commitment to the group will be viewed as another of its political and foreign policy failures. This is a pity. To paraphrase Lee Kuan Yew, the prime minister of Singapore, the United States has yet to learn the wisdom of nurturing economic success in the broader context of war and peace.

The writer is an adviser to several Asian governments and a professor of economics at the University of Malaya.

100, 75 AND 50 YEARS AGO

1887: Unrest in Moscow MOSCOW — The disaffection among the students at the University has spread to the Petrofsky Agricultural Academy. Both buildings are

surrounded by troops. The people of Moscow are much concerned at the unfortunate state of affairs, and it is feared in some quarters that serious

rise or for a fall. The transactions today [Dec. 11] in fact ran above 1,300,000 shares, and the market was Steels, Unions and Readings - furthe dealings. Until after the noon hour, the market was feverish, but generally higher. Then came a tetrific selling movement in Unions, Various theories were afloat to explain the break, which occurred in the absolute absence of any bad news :27

1937: Italy Quits League

reared in some quarters that scrious consequences may ensue. In consequence of the disturbances, the rector has caused official placards to be posted up announcing that the University is closed until further notice.

1912: Million-Share Days

NEW YORK — This was the third million-share day. Such an outburst of activity usually marks the culmination of a movement, whether for a rise or for a fall. The transactions 11] from the balcony of the Paiazzo
Venezia. The chief reason for the
move Mussolini told the waiting
crowd a few seconds later, was the
fallure of the League as a whole and
its component nations individually
make amends for the attempted
strangulation of Italy by sanctions
[after its 1935 invasion of Ethiopial
The news was received with cheers by The news was received with cheers by peculiar, inasmuch as three issues - the throngs in the square, where thousands of militia, students and Fascist nished much more than half of all associations have been packed...

hetoria Lim

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By Flora Lenie Tora Levi

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A STATE AND A STATE OF

Don't Be Fooled, He's One of the Nasties NTEW, YORK—It was there on the Stredet tress room all By A.M. Rosenthal monopoly on political action broker What does it matter to Americans This: The new treaty may be fine, but v —It never be able to deal with Mosor

of copies of a document prepared in Moscow for American journalists covering the great event. Nobody paid attention to it, what with all the important meetings and statements and interviews.

But its four pages spelled out clearly, in advance, what Mikhail Gorbachev was to say on human rights almost venomously later in the summit session. Stay out of our business.

The official document on the press

table said: "As for the so-called pol-itical prisoners, we have none. In the U.S.S.R., people are not tried for their convictions but only for concrete punishable acts."

That was not a fib or propaganda fuzziness. It was a lie. . There are about 500 Soviet political

West. They are in jail or psychiatratorium "hospitals" for what they have said or written about political change, or lor advocating religious freedom or standering the government.

There may be four times that many prisoners whose names are known in the West. They are in jail or psychiatric

whose names are not known, perhaps more. Even the document on the table said there were 23 prisoners convicted under Article 70 of the Criminal Code - which permits Soviet citizens to be locked up virtually indefinitely, starved and kept in bitterly cold cells for "anti-Soviet agitation or propaganda." Of all the others, those imprisoned for religious activity or "defaming" the sys-

tem, there was not a word. .Catch-1984: We do not have political prisoners because if you say anything we do not like, you are breaking the law. So then you are just a convict, not a political prisoner.

THE STATE OF THE S .Well, it is an old story about the Soviet Union. Why make a fuss about that at this time of treaty-signing and glass-clinking? Give it a rest. No. This is exactly the time for clarity.

- Mikhail Gorbachev and the Polit-buro decided to permit state-controlled organs to criticize what the government wants criticized. The Soviet dictatorship knows that it is essential to have some controlled criticism if the country is to pull itself out of the mire of 70 years of economic failure.

Occasionally some Soviet citizens go beyond the purposefully vague permitted boundaries. Ironically, this gets a lot of applause for Mr. Gorbachev in the West. But wait: Soon after, there is a crackdown in Moscow, as there was in the past few days.

L'Not a book is published, not a movie made or a newspaper printed that

Letters intended for publication should be addressed "Letters to the Editor" and contain the writer's signature, name and full address. Letters should be brief and are subject to editing. We cannot be responsible for the return of unsolicited manuscripts.

the Soviet government does not think is in its best interests.

lering reminders that the Soviet Union a record of sudden betraya is a police state. Even if they all were Hitler-Stalin pact of 1939. freed, that reality would not change, not as long as Mr. Glasnost's police arm, the KGB, exists and the laws remain that

ON MY MIND

permitted the police to lock up Soviet citizens for talking or writing.

But Moscow propagandists know the symbolic importance in the West of the

political prisoners, and from time to time send out word that the cells will soon be unlocked. They get credit for what they do not deliver. In October, for instance, I wrote hopefully about the order of the complaint cannot be with him. Our complaint cannot be with him. It is with those politicians, journalists there would be a big amnesty around the and academicians who exaggerate glas-time of the Nov. 7 Bolshevik anniversa-nost, are faint at his charm and ooze with ry. The political prisoners still wait.

Fundamental change cannot come about until the prisoners are released, the not. Only remembrance will kill the system of police terrorism dismantled, the right of criticism guaranteed, not licensed, and the Communist Party's

monopoly on political action broken. What does it matter to Americans? This: The new treaty may be fine, but we will never be able to deal with Moscow in lasting trust as long as it remains The political prisoners are living, suf-ering reminders that the Soviet Union a record of sudden betrayal dating to the

Academics tell us that some members of Mr. Gorbachev's Politburo are cranky about him and we should rush in with economic and political aid to prevent the

nasties from hurting him. But when it comes to the Communist dictatorship, Mr. Gorbachev — the witty, outgoing Mr. Gorbachev — happens to be one of the nasties himself.

He has made that plain enough by his repeated statements about strengthening Communist Party control of the Soviet system and, during the summit conference, by his contemptuous dismissal of U.S. inquiries about human rights.

anxiety over his future. Let Mr. Gorbachev take care of himself. The prisoners in his jails can-

lie that they do not exist. The New York Times



LETTERS TO THE EDITOR

Will the West Be Safer?

I heartily agree with Edward N. Luttwak's lucid analysis of the drift to denuclearization (Nov. 30 and Dec. 1). By scrapping intermediate nuclear forces and negotiating on further reduc-tions, both Mikhail Gorbachev and Ronald Reagan have shown their antipathy to the agonizing choice that they could face: either to resort to the use of nuclear weapons or surrender. Other alternatives are needed, and this is the great task of the post-nuclear era.

I share also the concern that the Soviets may be better prepared than the West to face the new era. Indeed, an official and outspoken admission of the declining role of nuclear weapons came from the East as early as May 1984. The former Soviet chief of staff, Marshal Nikolai Ogarkov, in an interview in Red Star before his demotion, stated that "further nuclear buildup is becoming senseless."

PIETRO POZZI. Masnuy-St. Jean, Belgium.

I am more than a little bewildered agricultural losses in Europe and about all the enthusiasm for the treaty on strained the Soviet hospital system. intermediate-range nuclear forces. The surely a half dozen nuclear bombs West, and in particular the European dropped on the Soviet Union would defense forces and their strong U.S. com-ponent, are about to abandon a deterrent Europe as well, while destroying Eurothat for years has helped to discourage a pean agriculture for years. This might Soviet attack with conventional arms; take a few weeks, which is not quite such an attack would rely on the Red Army's superiority of more than 2-to-1 in destruction to persuade anyone. main battle tanks, 3-to-1 in artillery and mortar, 5-to-1 in surface-to-sir missiles,

3-to-1 in military manpower and 9-to-1 in tactical nuclear missiles, with an over-

whelming superiority in chemical arms. To give as a raison d'être for the proposed treaty — still subject, thank God, to Senate ratification — that the Russians have agreed to give up four times as much as the West is ridiculous No sensible person believes that NATO intends to attack the Soviet Union, All the West has ever sought to do is to have enough nuclear capacity to prevent a war from taking place. SIR FREDERIC BENNETT.

London.

Regarding "The INF Treaty Doesn's Make the World Much Safer" (Dec. 8). A more classic example of a writer long on geopolitics and short on sense would be hard to find. Jonathan Schell concludes that there is a point (in the

reduction of nuclear stockpiles) at

which societies might start to be safe from immediate nuclear destruction. But if Chernobyl created extensive agricultural losses in Europe and "immediate." but it is close enough to

RUTH ROMANOVSKY Châtillon-en-Michaille, France.

a generation to show results) to impart understanding and respect for different cultures, it seems to me, is to have young people from developed countries spend time in developing countries, learning about their people, language, culture, history and traditions.

Imagine the cultural barriers that would be broken if something like the U.S. Peace Corps, with a mandate to serve countries in Asia, Africa and Latin America, were put into operation jointly by OECD nations and the European ommunity, and if such a program had chance to work for a decade or so.

The effect would be everlasting, multiplied by the generations that followed, bringing in its wake international cooperation and understanding on a scale hitherto unscen.

SAAD ASHRAF.

Nothing to Laugh About

Regarding "Are Japanese Comic Books a Sign of National Doom?" (Mean-while, Dec. 1) by Tamotsu Sengoku: (Oct. 13) by John Keegan:

What Mr. Sengoku decries as the selfish and irresponsible behavior of today's youth is in many cases a last desperate some small space in which they do not wanting to be just like everyone else.

Attitudes such as he expresses fuel the attempts of the Japanese govern-The fastest way (although it may take ment to replace the democratically inspired courses in social studies introduced after the war with morals instruction designed to teach them the proper forms of thought and behavior." It is certainly no laughing matter. STEVEN PLATZER.

Tokyo.

In explaining the popularity of comic books in Japan, and in contrasting the reading habits of Japanese and American high school students, Mr. Sengoku need not have reached so far for answers.

A distinctive feature of Japanese comic books is that they are rife with extraordinarily graphic sexual depictions. Needless to say, if American comic books were so explicit, they would be far more popular among U.S. students. ROBERT B. HEINER.

Heidelberg, West Germany.

What Other Reviewers Said

Regarding the review of Fred Bridg-land's "Jonas Savimbi: A Key to Africa"

Mr. Keegan's chunsy attack on Fred Bridgland's book hardly does justice to your newspaper's credibility in African affairs. Because of my interest in Angola, attempt by young people trapped in an and in Mr. Bridgland's book — I negoti-increasingly conformist society to find ated the film rights for "Jonas Savimbi: A some small space in which they do not Key to Africa" — I have followed some have to fear the consequences of not of the reviews that have come out: David Birmingham of the University

tute of International Affairs, noted that Mr. Bridgland began his book with a quotation from George Orwell's "Homage to Catalonia." Mr. Birmingham says Orwell would have been proud of his disciple, and describes the book as a "meticulous documentation of events, and a richly illuminating personal portrayal." Colin Legum wrote that Bridgland

of Kent, in a review for the Royal Insti-

has performed a dauntingly difficult task with skill and honesty.

The Paris daily Le Monde recently quoted Mr. Savimbi's accusation that France was treating Angola as nothing more than a giant oil field to be callously exploited. Mr. Bridgland's plea that ways must be found for a dialogue to take place between the Angola government and the UNITA rebels, and for a cease-fire to allow talks on a government of reconciliation, deserves the respect that Mr. Keegan is obviously incapable of according.

MARCEL PRUWER.

Don't Knock the Nice

The quote attributed to President Reagan about his wife (American Topics, Dec. 7), that "knowing her and being married to her is kind of like coming into a warm, fire-lit room," makes me wonder all the more why your newspaper, its columnists and cartoonists continue to pour vitriol on him. Allergic to nice people?

PHILIP E NEWMAN.

Co-Existence Over the Grill

By Joe Murray

LUFKIN, Texas — I guess it's just as well Mikhail Gorbachev decided to go directly back to Moscow instead of sticking around to see more of America. He might have included Lufkin on his itinerary. Once he got here, there is a very real possibility he'd want to stay. Heaven knows, Lufkin doesn't need to be at the center of an international incident. But I'd like to think the leader of the East would feel at home in East Texas. For one thing, we have our very own Moscow — Moscow, Texas, population 170 - hardly a half-hour away on

MEANWHILE

the Houston highway. Nice town, nice folks. They have yet to intervene in Afghanistan. That other Moscow could take a lesson from them.

Something else occurred to me. You know how the Russians love parades with all their tanks and weapons on display. The traffic along Timberland Drive is a pande in itself. Every other vehicle is one of those two-story pickup trucks that makes a tank look like a kiddle car. As for firepower, check out those deer rifles hanging in the rear windows.

But the most fun of all would be

sitting around my Cousin Bubba's used car lot with Mr. Communism himself. The good of boys meet the Evil Empire - Reds, rednecks and longnecks (the hottles we like our beer in).

The bunch of us might even end up at my cabin on a little lake not too far from Lufkin, sitting in rocking chairs on the back porch while Bubba worked his

magic at the charcoal grill.

Bubba has a special shrimp recipe fit for a king, or a Kremlin kingpin as the case may be. I would not go so far as to call it uruly revolutionary, but this dish is definitely a party favorite.

Melt a half pound (225 grams) of butter and add the juice of three lemons. Season with garlic or garlic pow-der, cayenne pepper, and herbs and spices to suit your taste.

Let the shrimp marinate for an hour or two on low heat. Stir occasionally. Then pop them onto a charcoal grill (hickory smoke preferred) for 15 minutes. Set aside ideologies and serve in

the lemon-butter sauce. Figure about one pound of shrimp per comrade. A nice change from borscht.

That's Cousin Bubba's recipe for international good will. I don't think the White House chef could have done better. As for the treaty negotiations, this is not to suggest Bubba could have struck a better deal than Mr. Reagan.

However, he might be interested in putting in a bid on some of those missile launchers that are being retired. Equip them with oversized tires and a gun rack, and there could be a market for them along Timberland Drive.

Cox News Service.

A Centennial Message from the International Herald Tribune.

GENERAL NEWS

Pretoria Limits Opponent's Actions

By William Claiborne

Washington Past Service IOHANNESBURG - The South African government placed severe restrictions Friday on the movement and speech of the recently freed chairman of the African National Congress, Govan

The government declared that Mr. Mbeki could not leave his hometown of Port Elizabeth, give -interviews or write for publication.

The order dashed hopes of many anti-apartheid campaigners that Nelson Mandela and other black pationalist prisoners would be released soon, paving the way for power-sharing negotiations. The government said that Mr. - Mbeki, 77, still was committed to

communism and the overthrow of

white minority rule, and that the restrictions were necessary to prevent a "promotion of the revolu-tionary climate." Mr. Mbeki had insisted that his release Nov. 5 after serving 23 years of a life sentence for sabotage and treason was accompanied by promises that no conditions would be

The freeing of longtime prison-ers such as Mr. Mandela and Walter Sisulu, both of whom were sen-tenced with Mr. Mbeki in 1964, had been held out by black nationalists as the only way moderate black leaders could participate in

power-sharing negotiations. Also Friday, the government said it would take action against the U.S. television network CBS for a documentary on apartheid that it said contained "blatant distortion, exaggeration of the negative aspects of South Africa and misrepresentation of the facts."

The minister of home affairs, Stoffel Botha, hinted broadly that CBS representatives would be expelled. The government said the documentary's principal narrator.
Walter Cronkite, taped some interviews in South Africa last year after having entered the country on a tourist visa and "misrepresented"

the purpose of his visit. The documentary traced the efracial separation on black and ed. Mr. Mbeki could not be restricted white children, focusing on a juxtafects of the South African system of position of views presented in interviews with Rozanne Botha, daughter of President Pieter W. Bo-

the restrictions on Mr. Mbeki were tions in May.

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Govan Mbeki shortly after his release last month.

the emergency situation." Liberal opposition leaders and anti-apartheid campaigners con-

demned the move, warning that it would lead to renewed violence. Archbishop Desmond M. Tutu said Mr. Mbeki's release had been Black Police Mutiny the most hopeful sign yet that the situation in South Africa could be resolved peacefully.

The Anglican archbishop said that, by restricting Mr. Mbeki, Pretoria was, in effect, "choosing a path of violent confrontation."

Colin Eglin, leader of the opposition Progressive Federal Party in Parliament, said the restrictions on Mr. Mbeki will not only undo all the good that has been achieved by the government's decision to re-lease him after 23 years in jail, but it will undoubtedly add to the tensions and frustrations in the wider South African community."

Mr. Mbeki's attorney, Priscilla Jana, said she was preparing an appeal of the order. She said Mr. Mbeki was "greatly disappointed and distressed" because he had been told upon his release that his movements would not be restrict-

Some activists said they thought the restrictions on Mr. Mbeki were the result of a backlash in the fartha, and Zinzi Mandela, daughter right Conservative Party, which of Mr. Mandela. dent Botha's National Party in the whites-only parliamentary elec-

ference with prospects of ending calculated Mr. Mbeki's stature as a black leader and had been "obvi-ously embarrassed" that it could not continue to maintain that leaders of the African National Congress did not have popular support among blacks.

About 60 black policemen mutinied against their white com-mander Thursday and fought a gun battle with riot policemen who were called to put down the uprising, the Los Angeles Times reported from Johannesburg.

Seven constables from the Leoka municipal police force in Sebo-1 keng about 35 miles (55 kilometers) south of Johannesburg, were wounded in the fighting and 19 were arrested on charges of mutiny and attempted murder, police officials in Pretoria said.

The mutiny apparently stemmed from long-standing grievances that the local policemen had about their commander and working conditions, but police spokesmen said in Pretoria that they were uncertain what led to the full-scale riot. The local commander had just ordered a vehicle inspection when the officers rebelled, got into their cars and trucks and tried to run

When riot policemen arrived, the constables broke out of the local police compound, opening fire with pistols and shotguns, the statement said. The policemen fired back, us-

him down, a police statement said.

NOTES ON A CENTURY

Celebrating the Centennial in Asia

By Richard Morgan

OHAL HERALO

For the third time in 20 months -- and for the seventh time in seven years -the IHT has opened a new printing site. On Friday, Nov. 20, in the closing weeks of its centennial year, the paper inaugurated its tenth worldwide edition in

The Japan point site is the third for the IHT in the Pacific area, following Hong Kong in 1980 and Singapore in 1982. For the seven Parisbased IHT executives who attended the official launch party at Tokyo's enormous Imperial Hotel, it was the culminating event not only of a busy two-week Asian tour but of an entire year of centennial activities.

The Asian centennial observances started 11 days before at the Singapore residence of U.S. Ambassador Darryl Amold, who hosted a dinner for IHT visitors and local dignitaries as a prelude to the IHT's second centennial conference, which opened the next day at the city's modernistic new Raffles Center. As with the first centennial conference, which took place in Paris in April, the meeting focused on the future. Under the theme "Pacific 2000," some 40 speakers and seminar leaders from more than a dozen countries examined political and economic trends affecting the Pacific basin.

Nearly 300 delegates, mostly drawn from the 12 companies serving as IHT centennial sponsors, were meaned to three days of intensive and provocative discussion, from the sweeping opening overview of Singa-pore Prime Minister Lee Kuan Yew to the thoughtprovoking wrap-up analysis

of former U.S. Ambassador

In keeping with a traditional Japanese ceremony, a keg of sake is broached to ensure good fortune for the IHT's new Tokyo edition. From left to right: Ken Ishii, president of Tribune Japan Mainichi, Inc., IHT publisher Lee Huebner and Noboru Watanabe, editor-in-chief of Mainichi Newspapers. to the OECD Edward Strea-tor. A lighter interlude was one of the visitors inquired of tor. A lighter interlude was provided by New York

William Safire, the luncheon speaker on the conference's second day, who provided a sparkling analysis of the U.S. political scene. And to add a celebratory touch, the IHT gave a centennial cocktail party for delegates, speakers and Singapore friends, with special entertainment in the form of a traditional Chinese lion dance to the accompaniment of what was surely the loudest drum ensemble south of Kuala Lumpur.

Times and IHT columnist

From Singapore, the scene shifted to Hong Kong, home for the IHT's Asia office, headed by Malcolm Glenn, U.S. Consul General Donald Anderson and his wife welcomed Herald Tribune visitors, together with local journalists and business leaders, for dinner at their residence on The Peak, with a breathraking view of Hong Kong Admiring this spec- cur. American Ambassador was flown in daily from

the famous Hong Kong en-crepreneur Sir Run Run Shaw, "...and what do you do, sir?", only to receive the expansive — and largely accurate - reply, "I run all this." (The response immediarely qualified Sir Run Run for the IHT pun of the Cenrenary award)

The Trib's own centennireception was held on Nov. 17 ar the famed Hong Kong Club. Several hundred guests joined in a series of appropriate toasts, and an enormous birthday cake was again ceremoniously cur -and expeditiously devouted. The next morning, the

IHT delegation flew to Tokyo and a busy schedule of launch-related meetings, interviews and social gather-ings. Prime Minister Takeshira and Foreign Minister Uno each received the IHT's publisher, Lee Huebner, and executive editor. John VinoMike Mansfield hosted a luncheon party at the historic embassy residence. And in Tokyo, as in Hong Kong, the local American Chamber of Commerce invited the Trib's publisher to address their members. The Tokyo edition of the

IHT is distributed through a

joint venture company involving the International Herald Tribune and Mainichi Newspapers, one of the great Japanese publishing groups (the Mainichi Shirnbun's circulation is 3.5 million). The IHT is transmitted to Tokyo by space satellite from Paris, at a speed of about three minutes per page. Page images are received in the early morning hours and printed about 8:00 A.M. Tokyo time at the wellequipped Scisan Keizai printing plant. The paper is dismbuted in central Tokyo before noon and in other areas during the afternoon hours. Previously the IHT

Hong Kong, arriving too late to permit distribution on the day of publication.

The very first copy of the new Japan edition was duly welcomed off the press on the morning of Nov. 20 with a toast in champagne labeled "Cirvee du Centenaire," a vintage prepared especially for the newspaper's year-long celebration. The traditional Japanese Daruma Doll was also present, and participants colored in one of its two blank eyes for good huck, looking forward to a return visit when the second eye can be drawn in, marking the achievement of the project's initial goals.

That evening, some 500 political and business leaders joined with other friends of the paper at a party which formally celebrated both the opening of the new site and the Trib's 100th anniversary. The traditional keg of sake was broached and a good deal of sushi, sashimi and tempura was consumed, as IHT personnel greeted old and new friends in this, the

paper's newest home city.
The Paris Herald's founder, James Gordon Bennett Jr., was a man passion-arely dedicated to progress who pioneered many of the technical innovations that made the modern newspaper possible. He would certainly be delighted to know that the tradition continues and that, one hundred years after its founding, his Paris newspaper is being read on the other side of the globe several hours before the day has even begun for its European

This is the 41st in a series of messages about the IHT which is appearing throughout the Centennial year.

readers.

... The national police commission-

Reagan and Gorbachev Hail Their Achievement

By Steven V. Roberts New York Times Service

WASHINGTON - President Ronald Reagan says that his threeday summit meeting with Mikhail S. Gorbachev placed Soviet-Ameri-can relations "on a far more candid and far more realistic footing."

In a broadcast address from the White House on Thursday, the president said the treaty banning intermediate-range nuclear forces was possibly the most important step since World War II to slow the

But he acknowledged questions of human rights and regional con-flicts "are still problems in our relations" and vowed to continue development and deployment of the Strategic Defense Initiative, his space-based missile defense sys-

"I made it clear that our SDI program will continue and that when we have a defense ready to deploy, we will do so," the presi-

Mr. Gorbachev, meanwhile, depicted the summit talks as precisely the kind of success he had promised his first visit to the United States would produce.

bachev said at a one-hour, 50-minute news conference shortly before his departure that the three days of talks had advanced Soviet-American relations across a broad spec-

trum of issues Almost three quarters of the news conference was given over to a statement extolling the talks.

When scores of reporters held up their hands to ask questions as he pearance before reporters after the finished the statement, he joked. "You mean so much is not yet clear year. He used that press briefing to to you?

crets to emigrate. Many Jews and ted the United States to develop others seeking to leave the Soviet Union have been denied permission on the ground that they possess classified information.

"No matter what you shout at us, we shall not let them go before their knowledge of these secrets has evaporated," he said.

He berated journalists for not actively encouraging improved in more understanding between the ternational relations, using the president and myself." ploys in lecturing Soviet reporters. think we trust each other more." kind of language he usually em-

'I'm just trying to say that the media has to go in for some peres-troika, too," Mr. Gorbachev said, using the Russian word for restruc-

Looking out into the audience of reporters, he said, "Do you agree with me?"

After a momentary silent pause, he said, "Everything's clear?" "Then I envy you," he added

Mr. Reagan used a map to emphasize that the Soviets will be required to eliminate more missiles under the INF treaty than the United States. The president also insisted that the verification proce- noun golos, meaning voice; the sufdures adopted by the treaty "are fix "nost" is often used for English something new, with far-reach implications."

On-site inspections and shortnotice inspections will be permitted within the Soviet Union," Mr. Reagan said. "Again, this is a first-time event, a breakthrough."

Castro Backs Arms Treaty

HAVANA - President Fidel Castro of Cuba said the U.S.-Soviet treaty abolishing intermediaterange missiles was a small but very important step toward wider nuclear arms control, Prensa Latina news agency said Friday.

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"Indeed, this treaty — and all that we have achieved during this summit - signals a broader understanding between the United States and the Soviet Union," the president said.

Mr. Gorbachev seemed determined to present the result as nothing less than the inauguration of a new era in relations.

After two previous meetings with Mr. Reagan that ended with little progress, putting Mr. Gorbachev on the defensive at home, he had pledged he would not attend any further summit meetings unless real advances could be achieved, particularly in arms control.

The news conference appeared to be the opening salvo in what promises to be a concerted effort by Mr. Gorbachev and the Kremlin to justify the outcome of his visit against that standard.

Although Mr. Gorbachev insisted that he had the full backing of the Soviet leadership for the agree-ments reached in Washington, he may need to shore up support for his willingness to accept a vague formulation limiting U.S. development of space-based weapons.

The two sides, in what seemed to Calling the meeting "a major be an intentionally ambiguous event in world politics," Mr. Goragreement, instructed negotiators in Geneva to set a period during which Moscow and Washington would agree not to withdraw from the Anti-Ballistic Missile Treaty of 1972. The instructions do not spell out what kind of research and development would be permitted.

The tone and substance of the news conference were markedly different from Mr. Gorbachev's apsummit meeting in Iceland last castigate Mr. Reagan for blocking At one point, he said he would major arms control agreements. He not give in to pressure to allow said then that he could never accept citizens with knowledge of state seany arms control deal that permit-

> space-based weapons. Mr. Gorbachev left Washington with his political fate linked more closely with Mr. Reagan, a man who entered the White House as an implacable foe of the Soviet Union. Asked how their relationship had changed this week, Mr. Gorba-

> chev said. "I think we now have "I'll even venture to say that I

> > New York Times Service

tered the international vocabulary

as a catchword for a general liberal-

ization of Soviet society. But in the

Soviet Union itself, glasnost is a

term whose meaning and practice

The root of the word comes from

an archaic or poetic form of the

translate glasnost as publicity, but

that only partly reflects the breadth

The French call it transparence.

or transparency. In English, it is

physicist and human rights cam-

paigner, called for glasnost long before Mikhail S. Gorbachev made

it a central slogan of his domestic

Mr. Gorbachev himself used the

word at least as far back as 1974.

Article 9 of the 1977 Soviet Con-

stitution, approved under Leonid I.

usually rendered as openness.

of the word.

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are matters of intense debate.

MOSCOW - "Glasnost" has en-

Europeans Sorting Out What It All Means

By Joseph Fitchett
International Herald Tribune
PARIS — The day after the Washington summit meeting world leaders extolled the superpowers' missile treaty and the prospect that the United States and the Soviet Union would take a more constructive, pragmatic approach to their relations.

But commentators seemed at a loss for words to characterize the larger sense of the event and its probable impact on East-West

Sounding slightly dazed by the speed of the changes in the superpowers' dealings with each other, officials and editorialists groped for a vivid term to sum up the outlook - less rosy than détente, one commentator said, but perhaps more exciting than "engagement," a word favored by some U.S. officials.

Prime Minister Margaret Thatcher of Britain led the foreign praise, saying that "a new era" had opened and predicting that a treaty cutting intercontinental missiles will be reached next year. British, French and West German officials, speaking privately, said that both President

the Soviet leader, appeared certain to benefit politically from the summit, with its aura of cautious, solid progress. Mr. Gorbachev, in most foreign eyes, had more international impact than Mr. Reagan.

By Gary Lee

and Molly Moore

Washington Post Service

Sergei F. Akhromeyev, a Soviet ne-

gotiator credited with breaking

deadlocks at the Geneva nuclear-

arms talks, has agreed to consider

The decision, which could ease relations between U.S. and Soviet

military services, came during a meeting Thursday of Marshal Akh-

romeyev, the Soviet first deputy

minister of defense, and the Joint

The superpowers have no estab-

tacts, such as official visits or edu-

cational meetings, although both

countries' forces participate with

The military leaders agreed they

should discuss better communica-

The Definition of Glasnost: It Depends

Brezhnev, said "greater glasnost" was part of "the basic direction of

the development of the political

nost means roughly telling the peo-

ple what they need to know. In

practice, the official view of what

the people need to know has gradu-

ally expanded over the last two

social and economic stagnation

Recently, it has begun to em-

The constant throughout this evolution has been that the govern-

ment ultimately decides what the people need to know.

freedom of the press or freedom of

Glasnost is not Western-style

Although the government has

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accounting of censored periods in blank pages."
history and of suppressed works of

that Mr. Gorbachev inherited.

Russian dictionaries usually a weapon for journalists to fight

Russian figures as disparate as brace a genuine debate of ideas, at Lenin and Andrei D. Sakharov, the least until the party has declared a

INTERNATIONAL CLASSIFIED

(Continued from Back Page)

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literature,

firm policy.

As used by Mr. Gorbachev, glas-

system of Soviet society."

other armed forces.

Chiefs of Staff at the Pentagon.

U.S.-Soviet military exchanges.

WASHINGTON - Marshai

Ronald Reagan and Mikhail S. Gorbachev,

Even Mrs. Thatcher, describing the Soviet leader, used such words as "tremendous" and called him a man of "vision" and of "courage and boldness."

But Mr. Reagan was credited by most commentators, including some in France, the only European country that has been lukewarm about the treaty, with demonstrating that he could do political business.

Underlying most reactions was relief that the summit was "businesslike" - in contrast to the Reykjavik summit meeting last year when European nations were alarmed by the sense that Mr. Reagan and Mr. Gorbachev might improvise radical new global security arrangements overnight.

Proposing a guideline for superpower rela-tions, George P. Shultz, the U.S. secretary of state, said that "it was essential that Washington and Moscow speak to each other with candor and clarity, avoiding extremes of hostility or euphoria.

Welcoming this emphasis on diplomatic steadiness, European officials said they found it hard to reconcile with the record of both Mr. Reagan and Mr. Gorbachev for rapid policy reversals in their relations. Mr. Gorbachev changed his mind twice about going to the summit meeting, and Mr. Reagan has angered many of his conservative supporters by his new willingness to make agreements with the Soviet Union.

stopped short of suggesting joint Colonel General Nikolai Chervov, military operations or major exhaue played in Moscow's negotia-

Marshal Akhromeyev's trip to a grudgingly tolerated several unofficial publications, their publishers most of their time figuring out ways

have been denied legal access to to counter his government's mili-

remain partly or entirely off-limits, far as you can throw them," said

including the legitimacy of the sin- one longtime Pentagon employee.

by the current rulers, Soviet mili-tary or foreign policy, and the oper-countered, "Anything that would

journalists, glasnost is a concept to kind of armed conflict is good. If

be pushed and expanded, and they you can do that without giving

tions with the United States.

According to Maynard W. Ght-

man, the U.S. negotiator, a sugges-tion by General Chervov last June

cleared the way to the agreement eliminating all U.S. and Soviet

shorter- and medium-range mis-

and the Soviet leader, Mikhail S.

taining 100 intermediate-range

U.S. negotiators' fears that a par-

tial elimination would be impossi-

Marshal Akhromeyev helped the

two sides overcome final differ-

ences last month over verification

The Soviet military was some-

times "very imaginative and useful" during the INF talks, said Mr. Glitman, who headed the U.S. del-

tary power caused consternation,

"I think they're very deceitful."

bring the two countries closer to-

gether and further away from any

that would be great."

isiasm and outright awe.

"You can't trust the Russians as

of the accord, Mr. Glitman said.

ble to verify, Mr. Glitman said.

warheads, which helped overcome

Gorbachev, signed Tuesday.

Soviet Marshal Agrees to Consider

Military Contacts With the Pentagon

change programs. Pentagon offi-

The officials said military lead-

ers on both sides at the meeting

seemed to think it was a good

chairman of the Joint Chiefs of

Staff, was host to Marshal Akhro-

meyev at breakfast, and the mar-

shal then visited with the full Joint

Chiefs of Staff for about 25 min-

utes in "the tank," their conference

Marshal Akhromeyev, 64, de-

much a soldier's soldier and very

forthright," is the highest-ranking

Soviet official ever to visit the Pen-

visit underlines the pivotal role he

printing presses and paper and of-

In the official press, certain areas

gle-party system, decisions made

by the current rulers, Soviet mili-

To the more adventuresome

Others, including officials who have found themselves hounded by a more rambunctious press, believe practitioners of glasnost should be

more tightly harnessed to the cause

of Communism and should be gov-

erned by respect for authority.

They were encouraged last July when Yegor K. Ligachev, the chief

party ideologist, called for "con-

Mr. Gorbachev has left the

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structive glasnost."

boundaries unclear.

ten have been harassed.

Marshal Akhromeyev's unusual

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lished military-to-military con- scribed by Admiral Crowe as "very

At first it was a criticism of the ations of the secret police.

Even if the superpowers' negotiating mo-mentum slows, however, the prospect of U.S. and Soviet military officers inspecting each others' previously secret bases struck most commentators as an image of the momentum in both superpowers for more openness.

World leaders, volubly praising the INF treaty, were partly motivated by a concern to see the treaty rapidly ratified.

This concern was directly voiced by Lord Carrington, the NATO secretary general. He said that "certain prominent U.S. citizens" had misrepresented the views of European governments" as opposing the treaty. Even in France, both President François

Mitterrand, a Socialist, and Prime Minister Jacques Chirac, a Gaullist, have praised the agreement as modest but important progress. In contrast, there was disappointment that the summit talks failed to produce "the glittering prize," as a commentator called it, of a trade-off between strategic defenses and strategic nuclear disarmament or, alternatively, a breakthrough on Soviet withdrawal from Af-

Henry A. Kissinger said that he believed that, to avoid further antagonizing conservative groups hostile to the INF treaty, the Reagan administration was concealing the extent of diplomatic movement on other is-

ghanistan or a new start on trade relations.

SUMMIT BRIEFS

Gorbachev Asks Closer Economic Ties

WASHINGTON (WP) — Mikhail S. Gorbachev appealed Thursday to a group of top U.S. business leaders to help thaw economic relations between the two superpowers.

In 2 frank discussion with 70 business executives, including the heads of such major corporations as PepsiCo, American Telephone & graph Co. and Xerox Corp., the Soviet leader entreated the United State to drop trade restrictions and to grant the Soviet Union the same "me favored nation" status that other U.S. trading partners have, participa

In his news conference Thursday night, Mr. Gorbachev disclosed the the summit meeting's joint communique will include the need to redoct American restrictions on U.S. Soviet economic cooperation, most them ordered by Congress. "You can't conduct a political dialog without strengthening economic ties," he asserted.

U.S.-Soviet Space Accord Is Signed

MOSCOW (UPI) - The United States and the Soviet Union signed an agreement on Friday for the exchange of scientific data obtained from unmanned missions to Mars and Venus in a move a NASA official

described as "a good first step" toward better cooperation in space.

The official Samuel Keller, deputy associate administrator of the National Aeronautics and Space Administration's Office of Space Science and Applications, said there now was "a strong possibility" that the Soviet Union would be permitted to set up scientific experiments on U.S. spacecraft and vice-versa.

The agreement is a follow-up to the treaty signed by Secretary of So. George P. Shultz and the Soviet foreign minister, Eduard A. Shevan nadze, in Moscow in April that formally renewed Soviet-U.S. spi cooperation after a five-year break.

Navy's Trident-2 Is Tested in Florida

CAPÉ CANAVERAL, Florida (AP) - A Trident-2 intercontines missile, delayed a month by a dispute over the number of uname warheads it would carry, roared off a land launching pad Friday.

It was the eighth straight successful test for the navy's newest, m

The launching was delayed in November when it was learned that Defense Department planned to test the missile with 12 dummy heads, two more than normal. Some in Congress objected, saying it won touch off a dispute on arms control negotiations with the Soviet Usion. had been rescheduled for Thursday but was again postponed so it wo not occur during the Washington summit meeting.

Magazine to Slow 'Doomsday Clock' CHICAGO (AP) - The hands of the "doomsday clock," created to

science magazine to dramatize the threat of nuclear war, will be more back because of the U.S.-Soviet arms control treaty and "the gr improvement in the Soviet-U.S. relationship overall." editors said.

The Chicago-based Bulletin of the Atomic Scientists last adjusted a symbolic clock in December 1983, moving the minute hand to 11:57, minute closer to the midnight of nuclear destruction.

The 1983 adjustment was prompted by a breakdown in U.S.-Sorge relations and the failure of arms control efforts. How much the clocks hands are to be moved this time will be announced later. Len Ackard, editor of the bulletin said Thursday. editor of the bulletin, said Thursday.

U.S.-Soviet War of Words May End WASHINGTON (Reuters) - A truce in the long and bitter war of

words between the United States and the Soviet Union may emerge from the summit talks, the director of the U.S. Information Agency said. The agency director, Charles Z. Wick, said Thursday that he have reached agreement with the heads of three Soviet information organical tions that allegations by one nation against the other would be submitted to a U.S.-Soviet committee, where the country making the allegation would be required to furnish proof.

Mr. Wick said Mikhail S. Gorbachev had assured him that he was full behind the plan. "We think it is extremely promising." Mr. Wick said after his meetings with the Novosti press agency chairman, Valentia M Falin: the Tass director-general, Sergei A. Losey, and the head of Sovet television, Alexander N. Aksenov.

For the Record

President Ronald Reagan has proclaimed Tuesday as Human Rights Day and the start of Human Rights Week. Shortly after the end of the summit meeting, he said Thursday that "tragically, governments in mean lands" deny that the rights of the individual are "God-given." (CIRI)
Bill Nelson, chairman of the House Subcommittee on Space Science

and Applications, said he was surprised President Rouald Reagan did not mention space Thursday in his post-summit address. Mr. Nelson at Florida Democrat, had predicted a joint space initiative.

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siles that President Ronald Reagan At the talks, General Chervov dropped Soviet insistence on re-

Sergei F. Akhromeyev

INF Offspring: Ronald, Mikhail

United Press International MOSCOW - A Moscow

woman who gave birth to twins as Ronald Reagan and Mikhail S. Gorbachev signed their arms reduction treaty on Tuesday decided to name her boys Mikhail and Ronald, according to the youth daily Komsomolskaya

The newspaper published a photograph of Galina Sakharov at Maternity Clinic No. 5 in Moscow holding her two boys. "When the leaders of the two

great powers were signing the INF treaty," the paper said Thursday, they could not have had any idea that they had just twins are real strapping. Both the boys and their mother are

resistance to Mr. Gorbachev's pro-gram. It grew to encompass a fuller calls for "more light" and "no or the blueprints to the Pentagon,

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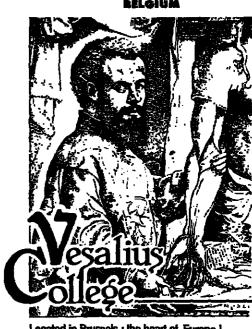
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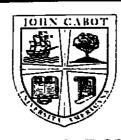
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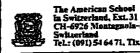
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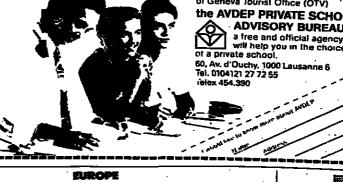
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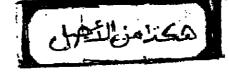
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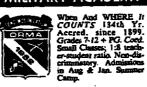
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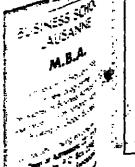
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Surprisingly Strong Antiquities Sale

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lion francs (about \$8.8 million).

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leaving a mere 1 percent unsold, would be remarkable under any circumstances. This is the highest total ever achieved in any sale of objets d'art from the Ancient World. Given the fact that many of the great objects of what was once a fantastic collection had long been sold, leaving very few masterpieces in reasonably good condition, this makes it far more surprising. That it should happen now, when signs of weakness in the market are becoming apparent, is stunning and says a lot about the attraction of our society to famous names.

As dealers from around the

world streamed into the hall, the malaise was almost palpable. The first 15 minutes were deadly. Simon de Pury, Sotheby's director for Europe, was conducting the sale. His manner, elegant but restrained, added one more touch to the funereal atmosphere. A Maori greenstone club, hardly character-istic of the collection, opened the dings at 8,650 francs. A Burmese gold bowl set with rubies and ascribed to the 18th or 19th century was equally out of place. It left dealers unmoved as it soured to 77,700 francs, seven times the high estimate — they simply thought that the catalogue had got it wrong.

The dealers were beginning to

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MONTE CARLO — The aucring of the 18th century B.C. tripled tion of antiquities from the its high estimate at 57,720 francs, collection of the Courtesse Martine but a string of low prices followed. de Béhague organized by Sotheby's Two gold earrings of the second on Dec. 5 at the Sporting d'Hiver is and first centuries B.C. respectively one of the most extraordinary hap-were bought at a bargain price, penings on the art market in the 6,660 francs, by Jerome Eisenberg of New York and Beverly Hills. The sale, which realized 49.7 mil- California. Another even better bargain went to the Mansur Gallery of London: a pair of Parthian earrings and four other single earrings, all from Iran, for 8,880 francs, 50 percent below the low

Then, as a mounted intaglio of the second century came up, the room thawed. The ring nearly tripled the high estimate at 33,300 francs. By the time the last of the ancient jewels was selling, the room had worked itself up into a state of frenzy. The minute gold pendant in the form of a lion head of the fifth or fourth century B.C. was worn by the Comtesse de Béhague when she was portrayed in 1899. The portrait was cleverly used by Sotheby's as a frontispiece to the catalogue. Bidders ran the lion head up to 266,400 francs, exactly four times the high estimate. At that point things were ripe for the great event that fol-

gold cloisonne brooch in the form of a stylized eagle, typical of Ger-manic art. It is part of a group of objects whose history is shrouded in mystery. They surfaced on the Italian art market in the late 19th century and, over the years, found their way into the British Museum. the Metropolitan Museum, the Germanisches Nationalmuseum in Nuremberg, the Museo e Pinacotecca in San Marino and the Béhague collection. In scholarly literature, the group is referred to as the "Domagnano Treasure" on a somewhat flimsy basis.

Between the two world wars, a German scholar going through the collections of the San Marino museum caught sight of a label dated 3.3.1920 on a gold mount in fifthcentury Germanic style. The mount ewel from "the Cesena Treasure," ed such pieces. The San Marino museum, "Germanen, Hunnen, label said that the mount had been und Avaren" (Germans, Huns, and found in Domagnano in October 1893," obviously on the basis of ingly points out in its four-page trade sources, equally unverifiable. entry, "the organizers of the exhibi-



Head of an Egyptian ivory figure, 1567 B.C.



Ostrogothic gold and 221net brooch, fifth century.

and in came "the Domagnano Treasure" of Ostrogothic jewelry. Whatever the truth may be con-cerning the treasure, the Comtesse been reproduced ad nauseam in almatched a piece in the British Mu-most every book dealing with Gerseum, which dauntlessly called it a manic art in the Dark Ages. Indeed it now serves as a banner to the after a place near Ravenna to current, highly important exhibi-which Italian dealers had attribut-tion in the Germanisches National-Avars) and, as Sotheby's tantaliztion in this catalogue that they would very much like, if it were at all possible, to include the Behague that the Domagnano Treasure

One hopes their wish shall be granted, if only to show how much better preserved the Nuremberg piece is. The gold wire on the Behanets were set back where they belong nor are they all ancient -Sotheby's considers 10 of these to makes the price, 14.3 million francs, absolutely mind-boggling. It was originally hoped that the brooch might realize as much as 7 million francs

This made a gilt bronze open-work brooch of the sixth century look like a giveaway at 55,550 francs. For some reason the poly-lobed roundel with four stylized animal heads separated by the arms of a cross, which ranks among the great masterpieces of Merovingian art, elicited only a very moderate such cases. The next great piece of barbaric jewelry, a Gothic gold buckle said to have been found in Hungary, went up to 466,200 francs, substantially more than the As rarities of slightly larger size

and earlier times came up, prices climbed a few notches higher. A rock crystal "votive jar" with a long cunciform inscription dedicating it to the god Amurru in favor of the king of Larsa, Rim-Sin, who ruled around 1823-1763 B.C., more than quadrupled its high estimate at 999,000 francs. None has ever appeared in the market and only one other, unpublished, is believed to be preserved at the Oriental Institute of the University of Chicago. de Behague brooch is beyond doubt one of a pair, of which the brooch in the Germanisches Nawoman of the 16th century B.C. tional museum is the matching again surprised the attendance by piece. The Nuremberg object has more than quadrupling its high estimate at 3,108,000 francs. It is only 10.5 centimeters high (41/2 inches) missing one leg and the foot on the other, but is perhaps the most beautiful of all surviving Egyptian ivories. As the hammer went down, a member of the French national museums agency rose to say that the agency was exercising its right to buy it at the highest bid, known

in French as the droit de préemp

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A VIDAL-QUADRAS: Portraits

One huge price after another was paid for the Egyptian pieces that followed. Excitement rose to such a eagle brooch in this exhibition, so pitch that at one point I saw Robin Symes and his partner Christo Micould be shown together for the chaclides bidding against each other, presumably in an attempt at pushing others out of the bidding. Eventually Symes got the object, an Egyptian wood figure of a woman in the nude. That cost him gue-Sotheby's piece shows nasty 3,996,000 francs, 250 percent over signs of distortion. Not all the garthe high estimate, but peanuts compared with the Greek bronze figure of Apollo that followed minutes later. The bronze is missing its feet be "modern" and is quite candid and one forearm. But apart from about the condition. All of which having one of the most beautiful makes the price, 14.3 million faces in early classical art, it is also one of the great riddles of Greek art history for its inscription in capi-tals engraved on the back. Soth-eby's thought it might go as high as

> Ancient World, no matter what A collective hysteria seemed to have seized the room, affecting the outcome of almost every piece that afternoon — even a fragment from an Attic vessel with painted figures done around 470 B.C., which went up to 288,600 francs, more than five times the high estimate.

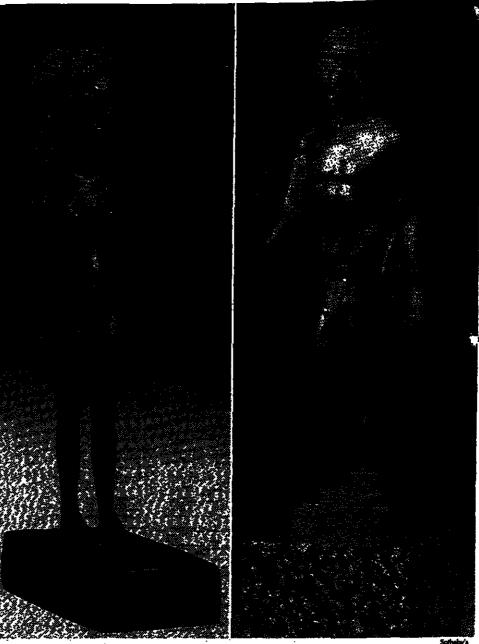
1,332,000 francs. It ended up at

8,325,000 francs, the highest price

ever paid for a bronze from the

The ecstatic smile on the face of Felicity Nicholson, director of Sotheby's Antiquities department in London, said volumes about the apprehensions that she and her colleagues had experienced.

The sale of medieval objects from the Behague collection in the evening session followed a very different pattern, many prices being as low as the low estimate, and some lower still. The exciteme the atternoon, admirably exploited by Pury, had blown over. It was which money is getting perceptibly



Egyptian wood figure of a young woman circa 1350 B.C. from Kom Medinet Ghurab (left);
Greek bronze figure of Apollo, from Lousoi, fifth century B.C.

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SAUDI ARABIA

SHAPING UP FOR THE FUTURE

The Economy: A Year of Careful Planning Pays Off

HE Saudi government is due to announce its 1988 budget within the next few days. The new financial year starts on December 23.

The rumors in Jeddah and Riyadh are that the budget will not be much different from last year's surprisingly high figure of \$45 billion. That should not be so remarkable. Despite the kingdom's righter economic circumstances, with talk of "increased efficiency," "rationalization of manpower" and "cuts in unnecessary expenditure" making regular appearances in the local press, 1987 has

been a far easier year financially for the Saudis than 1986. That is because the price of oil has remained stable at \$18 a barrel (which means that Saudi gets \$17.52 a barrel), compared to the wild fluctuations of 1986 when at one point it reached a low of \$8. Stability of prices, and with it revenue, is crucial to Saudi planning. Despite a healthy growth of petrochemical sales, oil revenue will continue to account for the largest single input to the budget for some time to come, probably around the 35 percent mark.

That oil prices have remained stable is largely due to Saudi Arabia's own effort. Although the Organization of Petroleum Exporting Countries (OPEC) agreed last December to force the price back up to the \$18 benchmark and set a production limit of 15.8 million barrels a day, it soon became clear that certain members were not abiding by the rules. There was discounting and overproduction. It was thanks mainly to Saudi Arabia slashing production during the spring from its quota of 4.133 million barrels a day to around 3 million barrels that the glut was cut and the price stabilized.

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But although stability in revenue is the government's key objective, the fact remains that the Saudi economy is still highly susceptible to the vagaries of the international market. It is not just because of the importance of oil exports; foreign investments, the linkage of the rival to the dollar and the country's continued massive reliance on foreign imports have placed Saudi Arabia in an unenviable position economically.

The continued rise in the yen and the Deutsche mark (the currencies of two of the kingdom's main sources of imports), the slide in the dollar - and with it not just the pegged rival but also, more important, the value of a barrel of oil - and the recent stock market crash ought to have done little for the Saudi government's sense of economic

Investment Revenue

Equally, investment revenue is no less crucial to budgetary planning than oil revenue. Last year it accounted for 18 percent of budget revenue. It is still too early to say how much Saudi investment income will be affected by the stock market crash. But like everyone else, the Saudis cannot expect to be immune.

Yet ask a Saudi how the economy is doing and he will invariably answer, "Not bad" or (in this case with justification) "It's a lor better than last year." The view that the recession has bottomed out and that things are getting better is one that is widely held. Partly it is due to the flow of statistics backing up what is fairly evident to everyone in the kingdom, notably that the living standards of the average Saudi, of which there are now 12 million, is getting better all the time. According to the latest government

survey published just 10 weeks ago, Saudi living standards are now on a par with those of developed countries.

Nonetheless, the degree of equanimity with which most Saudis seem to regard the stock market crash and the decline of the dollar/rival/barrel of oil understandably puzzles most observers.

The situation ought to be worrisome. That it is not is due to deft economic footwork together with a dose of lateral thinking. In the view of some Saudi economists, a drop in the value of the riyal, though admittedly causing a rise in the import cost, is no bad thing; it should make Saudi petrochemical exports cheaper, particularly in Europe, and act as a stimulus to Saudi industry as well as provide an effective and protective barrier for existing Saudi products such as cement, which local producers claim is been adversely affected by dumping by Japanese and Spanish producers.

New Trading Partners
In fact, there has not been all that much of a problem on imports either. The Szudi response to the movements in currency values has been to switch trading partners. It is not the Saudis who are suffering so much as the Japanese and the West Germans, whose sales to the kingdom have taken a tumble. After the United States, which has long been the number one exporter to Saudi Arabia, Japan used to be second, followed by West Germany. By the end of last year the West Germans had been overtaken by the British, who are experiencing something of a relative boom in the Saudi market.

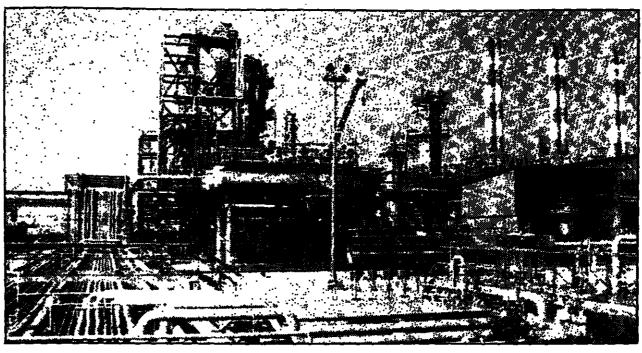
Last year Britain was the only major industrial exporting nation to register a major increased presence in the Saudi market. While everyone else's sales dropped an average 25 percent (the Japanese went down 50 percent), British imports to the kingdom registered a 20 percent rise. Nor has it shown any signs of slowing up. The British balance of trade surplus with Saudi, the largest of any country with the kingdom, continues to grow. At the end of September, it was already almost \$500 million higher than the 1986 total of \$1.6 billion.

The British are now breathing heavily down the Japanese's necks; when this year's trade figures come out, there is every possibility that the British will have even edged them aside. The deals continue to flow in. On November 20, British Telecom won a \$42 million contract to install a new telex nerwork for the kingdom. Two or three years ago, at sort of contract would have been expected to on to West Germans or the Japanese. On the other hand, Japan is not a total loser. Sales may have gone down but so too has the cost of buying Saudi oil, of which Japan is the

largest customer, taking almost 25 percent.

The reason for the high level of British sales is twofold. First, Britain does not suffer from the unfortunate effects of a strong currency. Secondly, there is the Tornado fighter plane deal, estimated at anything from \$7.5 billion upwards. Much of the 1986 and 1987 growth in British sales to Saudi Arabia related to the deal. Britain's Department of Trade reckons that, without that deal, exports to the kingdom would be about 2 percent down. Compared to Japan (50 percent down on share), West Germany (25 percent down) or even the United States (23 percent down), England does not have too much to worry about.

As far as U.S. exports to the kingdom are concerned, the



Petrokeurya's new butene-1 plant began operations this fall in Al-Jubail.

joint slide in the dollar and riyal ought to act as a stimulus. However, given the tighter economic climate, the Saudis are in no mood to start splashing out buying American just because everyone's marketplace has become much more expensive. The parallel drop in real terms in the value of a barrel of oil, and therefore in Saudi Arabia's purchasing capacity, will certainly ensure that the Saudis continue to be ultracautious when it comes to spending.

No Cuts in Development Program

Nonetheless, King Fahd and his government have made it clear that there will be no cutting in Saudi Arabia's development program, particularly its industrial program. Given that determination, especially in the area of hightech industries, U.S. groups such as the aviation equipment team that visited Saudi Arabia in November can expect to get a good hearing. In the meantime, however, eyes are still firmly fixed on the two offset deals, with Boeing and with the U.K. government, and what benefits they will bring.

The idea was an ingenious means of persuading successful bidders on major government contracts to reinvest a portion of the value of the deal back in joint ventures in Saudi Arabia, with Saudi investors putting up an equivalent amount. The figure set in both the Peace Shield airborne warning system awarded to a Boeing-led consortium and the Tornado contract deal was 35 percent of the technical content. The result is that some \$2.4 billion is due to be inverted in new ventures within the Kind

It is a mammoth sum. Unfortunately though, progress toward implementation has been at a mammoth's pace at least in the case of the Boeing offset projects. Almost four years after the awarding of the original contract there is still no sign of an offset venture (11 were originally earmarked) in action. That is not necessarily Boeing's fault: setting up high-tech industries in a country still in the early stages of development is no easy task and neither they nor the Saudis want to make expensive mistakes.

And to be fair, it is quite probable that one, if not two, of the proposed offset ventures will get the final go-ahead within the next few weeks, those being the \$53 million Accessories & Components Company and the \$230 million Advanced Electronics Center. Both will be based at Riyadh's King Khaled International Airport.

The British may not be all that far behind in making an

announcement of their own. They have learned from Boeing's problems. Moreover, unlike Boeing, they are not restricted to high-tech ventures. The sole criterion is whether the venture chosen benefits Saudi Arabia; so it could be to do with training, technology transfer, expansion of an existing project or even an agricultural project. To make it even easier, investment can be retrospective; it is quite possible, for example, that British Telecom's telex contract could be drawn into the project. However, the most immediate priority as far as the Saudi government is concerned is the price of oil.

Toward Stabilizing the Oil Quota

The government is walking a tightrope on the oil issue, trying to balance price stability with volume stability. It would like both. However, it started dropping loud hints long before the annual OPEC conference that it was not prepared to carry on paying to keep the market stable on its own any more. There was considerable concern in Riyadh that, having forced order back into the market this spring by cutting its own production by over a quarter, some OPEC members continued discounting and overproducing, thereby enabling buyers to replenish stocks and so regain the advantage. The conclusion was that they should not again allow production to drop to keep demand strong as happened in spring. Stability of quota would henceforth be the objective.

ether the price of a barrel of oil should remain quoted in dollars, or as some in OPEC suggested more than once, be quoted in a basket of currencies, there is a mixed attitude in Saudi Arabia. Certainly it would be in Saudi Arabia's interest to move away from a dollar pricing. As a rule of thumb, it is estimated that for every percentage point the dollar folls, Saudi oil revenue drops half a percentage point. But the problem with a mixed basket of currencies is that it would be extremely complicated.

There are others in OPEC who suggest a much more logical, and potentially lucrative, quotation - in yen. However, it is doubtful whether it could be made to work, even though in Saudia Arabia's case, much of the oil goes to Japan. For the rest of the world, it would mean increasing prices, which some producer would be bound to discount. The consequence would probably be a price war. — Michael Dalmoak

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Adapting to Economic Change

University of Petroleum and

ties have been linked with

Petromin took up the

challenge of the paradox whereby Saudi Arabia at

one time had to import re-

fined products even though

it was the world's largest

of refineries to supply gaso-

line, asphalt, kerosene, and

other refined products and

has often established part-

Petromin built a series

exporter of crude oil.

Minerals in Dharham.

DETROMIN, the General Organization for Petroleum and Minerals, may change when Saudi Arabia's oil industry is reorganized, but the company will still be recognizable

Industry sources say that Petromin and the Arabian American Oil Company (ARAMCO) will still retain their general roles even after a reorganization is completed. At present, Petromin is generally charged with domestic refining and sales, plus state-to-state liquefied petroleum gas (LPG) and crude sales. Aramco has handled production and other sales.

Petromin's wide range of activities reflects its history of introducing industrialization and technological advance. The kingdom's first industry to use associared natural gas as feedstock was at first part of Petromin. This was the Saudi Arabian Fertilizer Company (SAFCO), which produces urea fertilizer and melamine plastic. It has since been transferred to the Saudi Basic Industries Corp. (SABIC).

Importing Refined **Products**

Other than SAFCO, and the more recent gold and other mineral extraction projects, Petromin's activi-

to achieve its goals. Its two export refineries were built as joint ventures. Shell and Petromin built the Jubail export refinery. Mobil and Petromin built a joint venture refinery in Yanbu.

A third export refinery, being built as a joint venture with Petrola, of Greece, is being erected in Rabigh. In addition to the export refineries, Petromin operates domestic refineries in Yanbu, Jeddah, and Riyadh. Aramco operates a refinery at Ras Tanura.

In 1986, Petromin reported that the domestic Jeddah Oil Refinery produced 31,941,608 barrels, a drop of 5.9 percent from 33,931,608 bbls, in 1985. The refinery capacity is 96,000 barrels per day (bpd).

The 160,000-bpd Petromin Refinery in Riyadh produced 40,550,501 barrels a year, a 2.3 percent drop from the previous year.

Rivadh refinery produced 1,453,348 barrels a year of liquid petroleum gas, 4,308,571 barrels of regular gasoline and 9,566,975 barrels of premium gasoline. Aviation fuel production was 3,978,166, diesel production was 16,216,474 barrels, while asphalt production was 5,026,967 barrels.

The 170,000-bpd Petromin Yanbu Domestic Refinery, the newest Petromin domestic refinery, produced 63,863,803 barrels. Joint Ventures Petromin's 50-50 joint venture Shell refinery in Ju-

bail began production in The 250,000-bpd Petromin-Mobil 50-50 joint venture refinery in Yanbu produced 72,349,494 barrels in 1986, up from 64,920,000

barrels in 1985. Petromin also expects its 325,000 Petrola-Petromin refinery in Rabigh to be online in 1988, and has sought a foreign partner in the lubricants business. Mobil, of the United States, joined Petromin in building and operating Luberef I, which has a capacity of 1.6 million barrels a year. Its owner is Petromin Lubricating Oil Refining Co., a 70/30 joint

This follows Petromin's practice of establishing separate divisions to handle new businesses.

Luberef I has proven immensely successful. It has actually exported lubricants abroad, and produces base oils used by the Kingdom's blending plants to produce finished lubricants.

Additional base oil plants were planned to produce greater amounts of lubricating base oils for ex-

ports, but declining oil prices and budgetary considerations forced modifications of these plans. Petromin planned to build a 1.75 million barrels a year joint venture plant with Ashland Oil in Yanbu, and a mammoth 4.2 million barrels a year plant with Caltex in Jubail

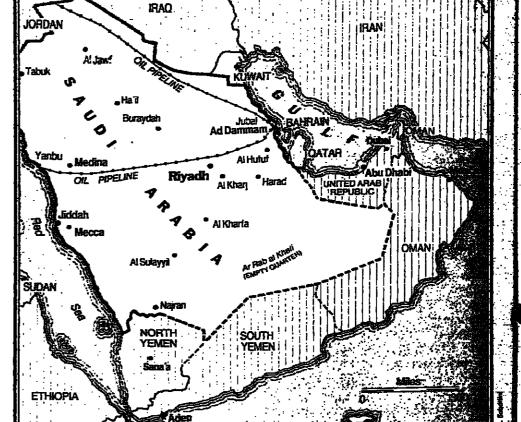
With the passage of time, Ashland dropped out of the Yanbu plant, and Petromin turned to its old partner, Mobil, to build Luberef II. The wildly optimistic Jubail Caltex-Petromin project was dropped in favor of a base oil unit that would be added to the Petromin-Shell export refinery in Jubail. This refinery would have a capacity of up to 1.5 million barrels a year.

Luberef II

The long-delayed Luberef II lubricant refinery appears to be coming back to life, say Saudi oil and banking sources.

The refinery, originally approved in March 1985, is designed to produce 1.5 million barrels a year of lubricating base stock Within months of awarding contracts, the fall in oil prices led Petromin to delay the project.

Luberef supplies both Petromin and privately held blending plants in the kingdom. Two large blending plants are operated by Petrolube, a 71/29 joint



ADVERTISING SECTION

venture between Petromin and Mobil. These plants produce Mobil and Petromin-branch lubricants as well as other brands. Shell now produces finished lubricants from two privately owned Saudi-Shell joint

venture blending plants.
In addition, Petromin
has built a wholly owned blending and grease-production plant in Jubail, called the Al-Jubail Lubricating Oil and Grease Manufacturing Plant (Saudi Lube): another Petrolube plant, Petrolube-3, will be built in Yanbu.

> Non-Oil Activities Petromin lubricants

hold the dominant spot in Saudi Arabia, although Shell and Mobil are close followers. Further, Petromin lubes have won a place in regional markets. Last vear. 20,000 barrels of Petromin lubricants were exported mainly to the Gulf,

but also to Yemen, Sudan, Lebanon, Guatemala and Belgium.

Petromin's activities are not limited to oil. The company supplies gasoline, jet fuel and other refined products throughout the Kingdom. Recently, the company was helped by a boost of gasoline prices. But even after the rise, premium gasoline costs only 14.4 US cents a liter. The Ministry of Petroleum explained that a higher price would reduce wasteful use of gasoline and help the profitability of Petromin. In any event, the kingdom has agreed to slowly bring gasoline and other product prices in line with those of the other Gulf countries. Saudi gasoline prices have

long been the lowest. Petromin has also developed a foreign presence. It is one of the world's foremost sources for LPG. One

of its biggest customers is Japan. In 1986, Japan mported more LPG from Petromin in Saudi Arabia than from any other source. Total imports were 5.9 million tons, compared to the second-largest supplier, Abu Dhabi, which sup-

plied 2.2 million tons. Petromin is not confined to hydrocarbons. It has taken bids on opening up a second gold mine. The first, Mahd Ad-Dahab, is believed to be the site of the legendary mines of King Solomon. Today, gold is being commercially extracted from the mine.

The kingdom is believed to have commercial amounts of phosphates, iron, and other minerals. Petromin has even discovered some coal deposits, which could bring Petromin an entirely new line in the hydrocarbon business.

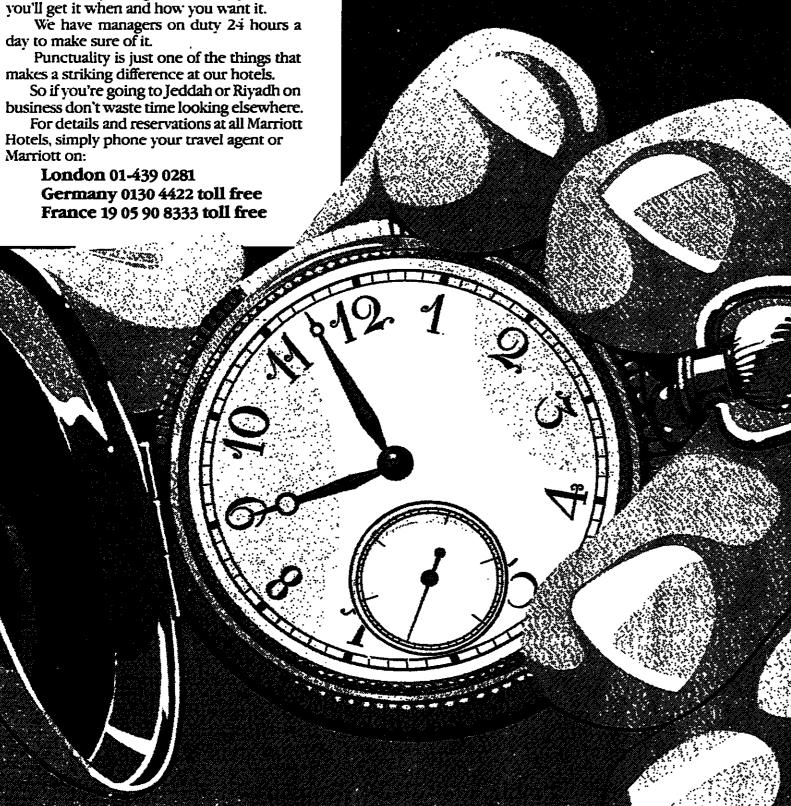
— Doug Graham

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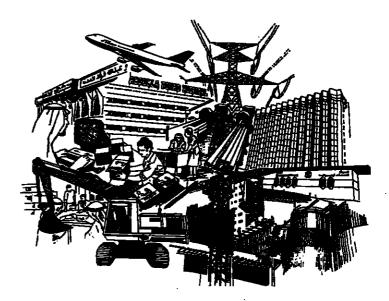


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A New Perspective on the Private Sector.

THERE would scom to be something of a contradiction in the Saudi economy. There is probably no government on earth more committed to the role of the private sector - not even Margaret Thatcher's Britain nor Ronald Reagan's America. For its part, the Saudi privace sector is probably the wealthiest and certainly the most fluid in the world.

Yet government spending accounts for almost 65 per cent of gross domestic product (GDP). That is more than most welfare states in the world. True, the private sector contribution to GDP would have been much larger - probably nearer 45 per cent were it not for the decline in the construction sector, partly caused by the fact that much of the infrastructure has already been completed. The decline, however, had the unfortunate effect of inducing a decline in the transport and trade sectors. There was significant growth in the agricultural sector and in traded public utilities. Nonetheless, in a country that is ideologically committed to the private sector, the state

remains the major operator. Setting the Pace Given the massive scale of Saudi development and the remarkably short time period involved — just 30 years - it was only natural that the government should take the lead, creating the infrastructure and laying the ground for largescale capital-intensive industries such as the petrochemical ventures at Jubail and Yanbu. The private sector concentrated instead on commerce, agriculture and construction.

Not that it ignored industry. Far from it. By the end of the last financial

year, some 1,864 locally owned private industries with a capital of \$16 billion were licensed and running, producing goods such as concrete, glass reinforced plastics, piping, cable and wire. There are licenses for another 1,545 industries. A further 400 industries, primarily petrochemical, metal and foodstuffs, were escablished as joint ventures with foreign companies with a total capital invest-

ment of \$8 billion. The government provided strong support, encouraging the private sector to assume its proper role in industry and pointing it in the right direction. Of the \$3 billion provided in interest-free loans to the private sector last year (the total so far is \$44 billion), a large proportion went to industrial ventures.

In addition, though, the private sector was quick to follow where the government led, snapping up equity in the public utilities and corporations like SA-BIC, the parent company for most of the kingdom's petrochemical projects, when they were floated on the market.

The Future

Nonetheless, the main thrust of private sector activity was not toward industry. Now, however, the race is on to alter that situation dramatically; when the government talks about "the private sector," it is effectively talking now about its role as a motor for industrial growth.

that industry's contribution to GDP, currently 10 percent, should rise to 15 percent within the next four to five years, thereby generating about \$1,000 of manufacturing value per Saudi citizen (compared to cur-

rent levels of \$660 in the

Government intention is

kingdom, \$550 in South Korea and \$2,000 in Spain).

The private sector's reaction has been very cautious. While looking for optimum investment opportunities, there is a problem. "Were do I invest?" is a question business entrepteneurs are constantly asking.

Where are the projects?" Certainly, when floatations of existing ventures take place there is no lack of interest — as the recent share floatation of Saudi Cable Company shows; it was almost 40 percent oversubscribed. This has given rise to fears that the private sector, having been led by the hand by the government for so long, is reluctant to let go. "It seems to have developed a taste for letting the government do the hard work, and then moving in afterwards," notes one Riyadh-based banker.

Private Initiative

That may be an unfair assessment. While there have been recent calls from the business community for further government priming of industry, there is also ample evidence of the private sector making efforts of its own to pinpoint and then create ventures in which to invest.

The Saudi Venture Capital Group, drawing together some of the largest Saudi private operators, the Saudi Advanced Industries Company and the National Industrialisation Company, are such examples. Since it started 27 months ago, the latter has, in addition to investing in some seven existing projects, investigated 70 potential projects; of these four are now being set up, and feasibility studies are almost complete on another five. Both NIC and SAIC are involved in three

of the \$600 million Boeing

Offset Peace Shield pro-

Competition There is, however, an-

other reason for private secror caution: competition -and, more specifically, unfair competition. There is a growing consensus among the business community that if Saudi industry is to prosper and flourish, there will have to be either subsidies or protectionist measures, at least during its infancy. The authorities are none too keen on the idea. "It is not our policy," stated Industry and Electricity Minister Abdel Aziz Al Zamil earlier this year, "to foster inefficient industries producing poor-quality products behind a wall of protective tariffs." But certain industries believe they have good reason to complain. The kingdom's cement producers, already hit this year by a 20 per cent contraction in the construction industry, have had to slash prices from \$3.73 a bag to \$1.60 in coastal regions and \$1.87 inland to combat what they claim is dumping by producers from Spain, Greece and Japan. "This is war" was the recent reaction of the Sau-

pointed out, any further price cuts could put some producers out of business. Allegations of dumping are also being made by the gypsum industry which likewise wants the government to introduce antidumping measures. Nor is the problem confined to the construction industry. Dairy farmers face a threat from imports of European Community-subsidized milk powder.

di-Kuwaiti Cement Com-

pany chairman, Ahmad Al-

Tweijeri. But, as Tweijeri

Yet despite these problems, there is every reason to believe that Saudi Arabia is on the threshold of a major breakthrough as far as private investment in industry is concerned.

Making Progress After a painfully slow start, the Boeing Offser program of capital-intensive high-tech industries looks as if it is finally about to take off. Four of the 11 originally designated projects are thought to be near the end of the feasibility stage and work may well start on them early next year. Progress on the even larger Tornado offser deal with the British has been

moving much faster. The first project, possibly a. Rolls Royce zero engines repair center, may well be announced before the end

of the year. Altogether, the Tornado Offset deal will result in at least \$2 billion worth of projects being started in the kingdom, of which the Saudi private sector is expected to take a 50 percent equity

International Markets

For its part, the recent crash on the international markets, together with the decline of the dollar to which the rival is pegged, may well act as a sput to Saudi investment back home. Several Saudi businessmen got their fingers burned in the crash. Omar Aggad, president of the Aggad Investment Company, is sure that it will prompt many Saudi investors to take "a closer look at investments in national industry." Certainly there is evidence of a halt in the flow of bank deposits from the kingdom, though whether this is

a temporary effect or not is

The decline in the dollar and with it the rival should, however, have some clearly beneficial effects. First, it will make Saudi petrochemicals that much more competitive on the European markets; recently they had suffered because of cheaper feedstocks available to their European rivals. Second, it should solve the problem of dumping and undercutting within the kingdom. There will be no need for anti-dumping

— Michael Dalmoak

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Sharing the Risks and Rewards

HE subject of Saudi banking has become a three-way debate among optimists, pragmatists and pessimists. While they generally cite the same issues and evidence, they draw strikingly different conclusions.

Oil revenues in themselves did not create the characteristics necessary for the strong development of a domestic economy -- especially of a newly industrializing economy. Oil revenues gave the government the opportunity to invest.

But as the majority of that investment was in the social and physical infrastructure of the nation (admittedly an essential investment), the role of the banks and of the private sector was necessarily determined by that of the public sector as the overwhelming contributor to Saudi's GNP. **Key Sector**

The construction sector has traditionally been the most significant economic indicator, and current forecasts from the authoritative International Review anticipate strengthening performance, with the sector achieving levels of \$21.8 billion annually over the next three years and the public sector accounting for \$14.4 billion a year.

This is good news for the banks, most of whom reported significant downturns in profits for 1986. Several of the better-known joint-venture banks were particularly affected.

Shaukat Aziz of Saudi American Bank puts this into context, pointing out that most institutions have sought to strengthen their balance sheets by increasing reserves. He also notes that, in terms of ratios, Saudi banks in general are among the most strongly capitalized in the world.

National Commercial, the kingdom's oldest and largest bank, reported a near 15 percent increase in assets in 1986, but a 19.8 percent decline in net profits, partially accounted for by provisions representing 3.4 percent of loans.

Riyad Bank, the other long-established domestic institution, recovered from a drop in total assets be-

tween '84 and '85 to an increase of 7.5 percent berween '85 and '86 but, at the same time, saw net profits fall 63.1 percent.

Consolidation

Some commentators suggest that these wholly domestic institutions may be in a stronger position during periods of consolidation. In the rich years, they did not have access to their joint venture competitors' international contact networks; but in the lean years, their domestic relationships and loyalties may well pay dividends. They have also taken steps to develop their own international networks. NCB, for example, already has representative offices in London (which may become a full branch), Frankfurt, Seoul, Singapore and Tokyo, with full branches in Bahrain and Beirut. Riyad Bank not only has its city branch in London, but also opened a retail branch in Park Lane recently.

Andrew Dixon, deputy managing director of Saudi British Bank, provides another optimistic perspective: "We are quietly confident about the period of consolidation and reorganization. We are very technology-oriented and believe that our investment in this infrastructure stands us in good stead to accept the challenges of the future."

Major Markets

As market institutions, banks go where the business is. For over a decade, the overwhelming majority of asset acquisition by banks in the kingdom was either in supporting domesnic economic development or international, where the only significant window was international sovereign debt - usually in the Third

The nature of the domestic market led the banks to concentrate on short term and, as they thought, very secure lending such as trade finance to cover the necessary imports or contractor finance to provide short term working capital for the private sec-

See Sharing, Page 14

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FOUAD APANIES

What do 11 major and independent oil companies in Saudi Arabia have in common with

Petromin

Saudi Arabia's best selling lube oil brand?

They all use one source for their base oil: (LUBE | REF

> Petromen Labricating Ort. 3 Subsidiary of General Organization of Petroleum & Minerals (Petromin)

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President of Saudi Cable, Co., Omar H. Khalifati.

industry. The company is

one of the kingdom's first

Its core business is a ca-

ble factory with a licensed

capacity of 26,000 tons per

year of copper conductor

and 19,000 tons per year of

aluminum conductor. The

The company has invest-

ed in vertical integration.

Thus, it invested in a rod

mill that can produce over

55,000 tons per year of cop-

and unarmored cable.

industrial firms.

Cables: An Industrial Pioneer Goes Public

AUDI Cable Company (SCC) of Jeddah, an industrial pioneer in the kingdom, is breaking new ground in finance as it goes public with a stock offering throughout the Gulf.

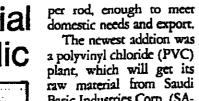
The company, the Middle East's largest manufacturer of stranded cable, is undergoing deep structural changes as it converts from a limited partnership to a fully public company.

It is floating a SR134 million share offering that is being handled by the Consulting Center for Finance and Investment (CCFI) of Riyadh.

SCC is selling 30 percent of its shares. The company is offering 725,000 shares to Saudi as well as Gulf Cooperation Council (GCC) investors. This will raise share capital of the company from SR200 million to SR250 million.

The offering was made because of Saudi Arabian law: Any firm that borrows more than SR100 million from the Saudi Industrial Development Fund must go public.

Saudi Cable Company is interesting to financiers. but its credentials are in



Basic Industries Corp. (SA-BIC). The PVC plant has a licensed capacity of 16,000 tons per year. The PVC is used to produce cable sheathing and insulation. The company also in-

vested in a reel-making plant with a capacity of 60,000 wooden cable reels

SCC's industrial plant produces several categories of cables. It can produce overhead power lines, insulated power cables, and low-tension building wires. The firm also makes specialty cables.

Its vertical integration means cable sales are augmented by aluminum and alloy rod sales, PVC compound, and wooden reels and pallets.

The company has secured licenses to manufacture metallic and fiber optic communications cables and related electronics equipment. Investment in profirm produces a variety of duction facilities may reach cable, including armored SR130 million.

So far, SCC has exported cable and rod to more than 14 countries, including Pakistan, Algeria, Greece and

— Doug Graham

Abbar and Zainy: The 'A to Z' of the Private Sector

NLIKE many of Saudi Arabia's modern entrepreneurs, Abbar and Zainy have been around for more than 40 years. Abdullah Abbar and Ahmad Zainy, founders of one of the kingdom's most active private companies, first put their seeds in the ground for their present empire when they started growing

They now operate a chain of restaurants, grocery stores, dairy farms and processing plants and act as importers and agents for a variety of manufactured products. The company, currently managed by the second generations of the two families, is also involved in the construction and marine oil services sup-

port industries. To a large extent, as the company's name implies, they are the "A to Z" of the private sector. Abbar and Zainy is totally international in outlook in order to best serve the national need for food products and rescaurants.

As Saudi Arabia rapidly develops so does the taste for a more cosmopolitan diet. Imported brand-name foods include Del Monte and Gerber. There is prime beef from the United States alongside locally made dairy products, halawa and sesame sticks.

With the help of Swedish knowhow, the company recently took over a dairy plant to compete in the difficult milk products market. Technology, aided by keener business acumen, seems certain to set the company on the road to success where others have

The company is best

known for importing Maz-

das and the Ford Mercury

line, but it has imported a

wide range of vehicles in the past. "We imported

Nash, Studebaker, Interna-

tional, Mack, and Mercedes

Benz," Mr. Alireza said.

Nash and Studebaker have

In a joint venture with the French catering experts, Sodexho, Abbar and Zainy have opened a network of theme restaurants serving a mixture of fast food, topclass French dishes and lo-

cally based pastries. Known as the French Corner restaurants, they first opened three years ago and there are now around one dozen in the main cities. The restaurants rely on supplies of prepared foods from a centrally based kitchen in each city that supplies the outlets, a formula that is becoming increasingly familiar in the Gulf and the rest of the Middle East as development proceeds.

petroche Board an

But Abbar and Zainy's enterprises are not only concerned with food processing and eating outlets. They also have several international joint ventures that include major capital. projects with American and Japanese partners. One project is for a major yeast plant in conjunction with Universal Foods of Milwaukee, and another is for a revamped confectionery plant.

Alireza: Life in the Fast Lane



Husein Alireza, managing di-rector of Haji Husein Ali-

PORD'S new agent for its Mercury !its Mercury line, Haji Husein Alireza & Co., Ltd, is a strong partner that has outlasted many car companies whose vehicles it has sold in the past.

Husein A. Alireza, whose grandfather founded the company, recalls that it imported the first fourwheel car into the kingdom in 1926. "It was either a Durant or a Hupmobile," he said. Both brands have long since disappeared into the big names of Detroit

since folded, although they have become collector's Alireza also won the Ford agency in the 1930s, but lost the agency when Ford was put on the Arab boycott list in the late 1960s. When Ford was taken off the list earlier this year, Alireza was awarded the Mercury Division.

The company estimated a first-year sale of 3,000 cars, but sales are running ahead of estimates.

American car sales are benefiting from the weak dollar. The Japanese are suffering because in the past three or four years Japanese car prices have risen 250 percent. Prices for European cars have also risen

"Saudi Arabians always preferred American cars and they were driven to buy the Japanese because of the price. But now when there is little difference in the price, they are buying American again," he said

Haji Husein Alireza is an offspring of the kingdom's oldest commercial establishment, the Alireza group. Haji Abdullah Alireza is the oldest firm founded over 115 years ago. The grandfathers, Abdullah, Xenel, and Husein, separated in 1906 to found separate companies.

:::

, A.A.

During the oil boom period of the 1970s, Aliceza's company branched out intol many activities, as did most Saudi firms. "Today the company is mainly automo-tive," Mr. Alireza said. "After the slowdown, we restructured our company and threw out a lot of the

The company is involved in engineering, agricultural tractors and implements, power generators, power pumps and Liebhern brand heavy equipment.

As a dealer of MAN trucks, Mazda commercial! vehicles, and Mercury cars, Mr. Alireza finds his firm is well placed for the future. The firm has built a network of 14 branches.

"We found this year that! the economy is picking up," Mr. Alireza said "Sales are much better than last year. I think the country was restructuring, in 2 way. We believe in further growth of the economy and expansion and we are going to be ready for it."

— Doug Graham

WELCOME BACK TO INTER-CONTINENTAL IN RIYADH



If you regularly visit Riyadh, you'll know why experienced travellers always stay at the Riyadh Inter-

You'll know that the reason isn't only because of the hotel's convenient location, luxurious rooms or superior conference facilities. Nor is it just because of the fully equipped recreation centre or superb restaurants. No. the real reason lies with the total commitment of our people to your needs.

So, next time you visit Riyadh, insist that you stay at the Inter-Continental and find out for yourself why so many of our guests keep coming back to us again

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Sharing Risks and Rewards

tor implementing a government contract.

Banks would not normally lend medium or long term domestically — the classic requirement to support entrepreneurial development — as Jad Suidan, then director general of the {-Riyadh-based Arab Investment Company, argued powerfully and eloquently several years ago. Pragmatists see the

problem in simple terms. The banks could choose among attractive profits on short term trade finance (secured against goods and dealing with excellent names), extending international sovereign risk credits brought to them by high quality international banking names, or accepting long term risks backing the largely untried skills of domestic entrepreneurs seeking to implement private sector projects.

The pessimists point out that, by choosing the first two and largely ignoring the third, they inherited the worst of all worlds.

In the oil price crash, the

banks suddenly learned that Saudi law reflects Islamic law: profits are based on shared risk. Some bankers found it difficult to deal with the fact that a client could not be directly brought to book on a debt. Instead, he might point to a pile of suddenly unwanted aggregate sitting some hundreds of miles from Jeddah and say "we have a problem. What are we go-

Winners and Losers Bankers also rediscovered they were in the risk business when loans entered into with Third World countries for far fees and small spreads over LIROR suddenly started

ing to do about it?"

ruming sour. And all the time, the small entrepreneur that they wouldn't supply with the funds he needed, on the maturity he required, on a risk-sharing (quite possibly equity) basis totally acceptable to Sharia law, has probably been better shielded from the downturn than

anyone else. The government has

(Continued from Page 13)

been trying to resolve the complex legal issues surrounding the enforceability of debt. At present, it seems clear that in an Islamic sociery, banking is about shar-ing both risk and reward.

While most Western commentators focus on the issue of interest and collateral and whether or not they can be enforced by law; the Saudis are grappling with a more fundamental issue — the meaning of risk and the implied partnership between banks and their clients in that

In an intriguing development, the Islamic finance group, Al-Rajhi was licensed as a bank in June this year. SAMBA's managing director Shaukar Aziz welcomed this as "a positive development. It brings a major provider of financial services into the banking community."

Pragmatists point out that the banks entered the fray knowing both Saudi law and custom. For about a decade the Saudi banks, especially the joint venture banks, enjoyed some of the highest profitability levels in the world.

The optimists refer to the hardening of oil prices, the upturn in the Saudi economy, the strengthening of the construction sector and the genuine attempts to find solutions to Islamic banking issues in a world that includes many other banking problems: offset trading, deep discounting of Third World debt; sovereign default; and the regular abuse of the rules of international trade. Creative Solutions

Among the optimists is Saudi American Bank, Citicorp's joint venture bank. John S. Reed, the chairman of Citicorp, recently visited the kingdom and said, imaginative economic planning and development has resulted in spectacular progress for the kingdom."

The pragmatists know that solutions have always been found; that Saudi Arabian Monetary Authority has acted responsibly and flexibly in the past; and that many options remain

open to the monetary authority of what is, after all, still one of the world's most powerful economies. The pessimists cite the

disillusionment of many of the investor banks in their role and future in Saudi Arabia, but there are few of their other international investments that can have shown as much profit over the past decade or as much potential for development over the next, if only they could determine exactly what business they're in. Banks exist by acting be-

tween people who sell and people who buy. Saudi Arabia will be a major player on both sides of that equation for a long time. Part of that role involves understanding the rules on both sides and even helping to arbitrate.

Many sophisticated banking products emanated from the first international surge of Islam centuries ago. Similar creativity today could reap similar rewards again.

— Christopher Ogg

The sign of understanding.

There are branches and offices of The Saudi British Bank throughout the Kingdom. In Al-Khobar, Damman, Jeddah, Riyadh, Taif - Jubail - Huffof - Makkah, Madina and Buraidah and over 30 other branches in the Kingdom. And in each case, the sign outside does more than announce our presence.

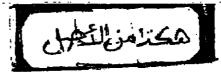
It shows you that we understand

developing economy and nation. It shows you that we understand and are ready to help with your financial requirements whether at home or abroad, no matter how small or large. And it shows that we understand and have a commitment to all our customers from the personal account holder

through to the largest international the demands and needs of a fast

The Saudi British Bank





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> _----- 3.77 St يتفيين يراد ------and the second — Doug Gribe

Petrochemicals: Off the Drawing Board and onto the Market

TEN years ago, Saudi Arabia's petro-chemical industry was in the planning stage, but today Saudi Basic Industries Corp. (SABIC) sells more than 3 million metric tons of chemicals, plastics and fertilizers, into other products. worth over \$1 billion a

SABIC, which is 70 percent owned by the government and 30 percent owned by the public, now operates 11 plastic, fertilizer and chemical plants. Private investors have also announced plans to produce aromanics, polyols, PET resins, and maleic anhydrides. "I see in the future that

Saudi Arabia will be one of the main industrial centers for commodity chemicals and petrochemicals," said Ibrahim Ibn Salamah, vice chairman and managing director of SABIC

The corporation was founded to establish joint ventures that would contribute technology, marketing expertise, and help roward that goal. The investments would have the benefit of low-cost natural gas, tax holidays, and entitlements to crude oil in the event of future crude oil shortages.

Mobil, Exxon, Texas Eastern, and Celanese from the United States have entered into joint ventures. Eni Chem of Italy, Neste Oy of Finland, Mitsubishi of Japan, as well as Korean and Taiwanese firms have also established joint venrure companies in tandem with SABIC.

But foreign investment has not protected SABIC from protectionist moves in Europe, Japan, or the United States. Some 80 percent of revenues are earned by export, according to the

president of SABIC subsidiary SABIC Marketing Ltd., Abdullah Nojaidi. He stresses that much of SA-BIC's output is consumed in the kingdom, both directly and in conversion

The new 50,000 mrp2 Butene-1 unit added by Arabian Petrochemical Co. (Petrokemya) will ship its output to SABIC plants producing linear low-density polyethylene (LLDPE) and high-density polyethylene (HDPE). At least half of SABIC's ethylene diaklavids is now converted to PVC and VCM. Saudi farming consumed a large portion of its urea femilizer

A methyl tertiary dutyl ether (MTBE) plant will come onstream in 1988. The kingdom is considering a plan to switch to unleaded gas, which would use a large proportion of. the plant's output.

Much of SABIC's future PVC production will go to the kingdom's large PVCconsuming industrial materials sector. Polystyrene is also used by the kingdom's industrialists. Consumption of plastics in the kingdom is now more than 180,000 tons per year.

SABIC products are sold both by its joint venture partners, and its two wholly owned subsidiaries, SABIC Marketing and SABIC Marketing Services, established in 1983. SABIC Marketing Services is established in London and Hong Kong and has a representative office in Tokyo.

SABIC has also opened overseas sales offices, SA-BIC Marketing Europe, based in London, and SA-BIC Marketing America, in Stanford, Connecticut. "The objective is to keep

helped with research and feasibility studies. The National Industrial-

ization Company (NIC) has invested in Shairco's SABIC close to the mar-Kerr-McGee joint venture ket," said Mr. Nojaidi. Meanwhile, SABIC is titanium dioxide plant. NIC has also formed a joint continuing to expand. In venture to collect hazardaddition to the Butene-1 ous waste at Jubail. The unit, a 100,000 con per year National Company for Enpolystyrene unit at Petrokevironmental Preservation mya is starting up. The (BEEAH) is accepting bids Saudi European Perro-chemical Co. (Ibn Zahr) on a plant that will process 10,000 tons of waste per 500,000 mtpa methyl tertiayear using landfill, high ry butyl ether (MTBE) temperature incineration, joint venture is expected to and chemical treatment. be operational in 1992. Khadamat and NIC will The National Chemical Remilizer Co. (Ibn al-Bayown 25 percent each, the remainder will go to Saudi tar), a joint venture with

SABIC-owned SAFCO, has

begun shipping ammonia

and has a capacity of

500,000 mtpa of ammonia.

Further, SABIC is advanc-

ing on the second phase of

Ibn al-Baytar; it will add an

800,000 mtps compound

and phosphate fertilizer

plant. The capacity of Saudi

Methanol Co. (Ar-Razi)

may also be raised from

600,000 mtps to 1.2 million

In the longer term, SA-

BIC is considering a

200,000 to 250,000 mtpa

polypropylene plant in

Yanbu, the kingdom's gi-

ant petrochemical port on

the Red Sea. Other projects

could produce polyesters,

and alkyd resins, and alfa

encourage the development

of downstream industries.

One of these, the Saudi

Urethane Chemicals Co.

Ltd., has gone onscream in

Jubail. The 3,000-ton per

year polyols plant is a joint

venture between the Albab-

tain Industrial Group,

Synthesia Espanol of Spain,

and Upjohn Polymer of the

Capital Group has received

industrial licenses for PET

resins, maleic anhydrides,

and aromatics. Fluor Arabia

Jeddah's Saudi Venture

United States.

SABIC was formed to

olephins.

investors. Mr. Nojaidi welcomes private sector participation in petrochemicals, but warns Saudi entrepreneurs that they are entering a competitive business and that they have to look beyond the domestic market. You need very aggressive businessmen to take initiative and risks in this business," he said. "They should produce international products that can compete on international

markets." Doug Graham

From Construction to Medical Care

HEIKH Abdulla Fouad started his business in 1947

at Ras Tanura carrying our different construction contracts to ARAMCO. The Abdulla Fouad Cor-

From its beginning in contracting, trading and engi-

neering, the Abdulla Fouad Corporation was expanded

into a number of diversified sectors including contract-

ing, trading, manufacturing, services, real estate, invest-

ment and commercial representation. In short, the

company today is involved in virtually every aspect of

The supply services division of the corporation repre-

sents over 200 major European, American and Japanese

firms. The corporation's commercial division is mainly

engaged in the supply of all types of heavy and medium-

sized equipment as well as the supply of construction

The 310-bed Abdulla Fouad Hospital offers a unique

medical service to the people of the Eastern Province

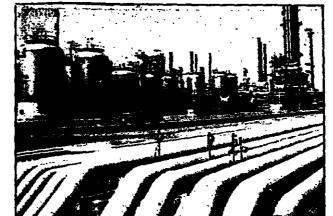
and it is a project which will continue to expand in its

efforts to help in the medical program of Saudi Arabia.

the expanding Saudi Arabian economy.

and industrial material.

poration was formally established on July 28, 1971.



Foreign Investment In Industrial Cities

THEN HE Mr. lish a world class petro-Hisham Nazer. Minister of Petroleum and Minerals, toured the United States earlier this year, he urged American businessmen, especially those in the petrochemicals industry, to join Saudi Arabia in more joint ventures.

Saudi Arabia, he said, was going to use its vast gas and oil resources to estab-

chemicals industry. His country had no intention of dumping cheap petrochemicals in order to capture 2 share of the global market.

Fifteen of Saudi Arabia's 17 scheduled world-scale petrochemical and industrial plants already are up and running in the twin industrial cities of Jubail and Yanbu. The two projects, conceived and implemented by a Royal Commission, represented more than a \$30 billion investment.

Prince Abdullah bin Faisal bin Turki, secretary-general of the Royal Commission for Jubail and Yanbu, describes the commission as "a unique development agency not only within Saudi Arabia bur, perhaps, in the entire world."

Prince Abdullah joined the commission when it was established in 1975 to build primary petrochemical industry plants at Jubail on Saudi Arabia's east coast - now linked by pipelines across the desert to Yanbu on the Red Sea. Development has been carried out in concert with both the Saudi Basic Industries Corporation (SABIC) and Petromin, the energy agency.

The two cities are the cornerstone of the country's industrialization and have reached new limits in jointventure operations with parmers from the United States, Japan, Taiwan, South Korea, West Germany, Italy and Finland, among others.

Jubail was a fishing village 18 years ago. Now its population numbers 50,000 and is expected to increase to over 250,000 after the turn of the century.

The whole area is a maze of glistening silver pipes feeding primary products and natural gas to power the plants. Through it all slices a black tarmac fourlane highway with a steady stream of constantly moving heavy maffic.

Says Prince Abdullah: "The twin cities of Jubail and Yanbu host over 100 light manufacturing industries to support a variety of needs - not only of the cities themselves but of our domestic markets generally. As construction, engineering and urban development projects, Jubail and Yanbu are unique industrial cities with state-of-the-art utility systems and infrastructure and a community environment program that has captivating esthetic form and a fully modern social services content."

Both Prince Abdullah and H.E. Mr. Hisham Nazer stress the need for greater private investment within the kingdom, nor only directly from private companies but also in association with foreign part-

"The government has made it quite clear that the ultimate responsibility for the industrialization of our country rests with private enterprise," says Prince Abdullah. "While it is true that the government has in-

tervened in the industrial sector in association with leading corporations of the world, the objective has always been the nourishment and growth of the private

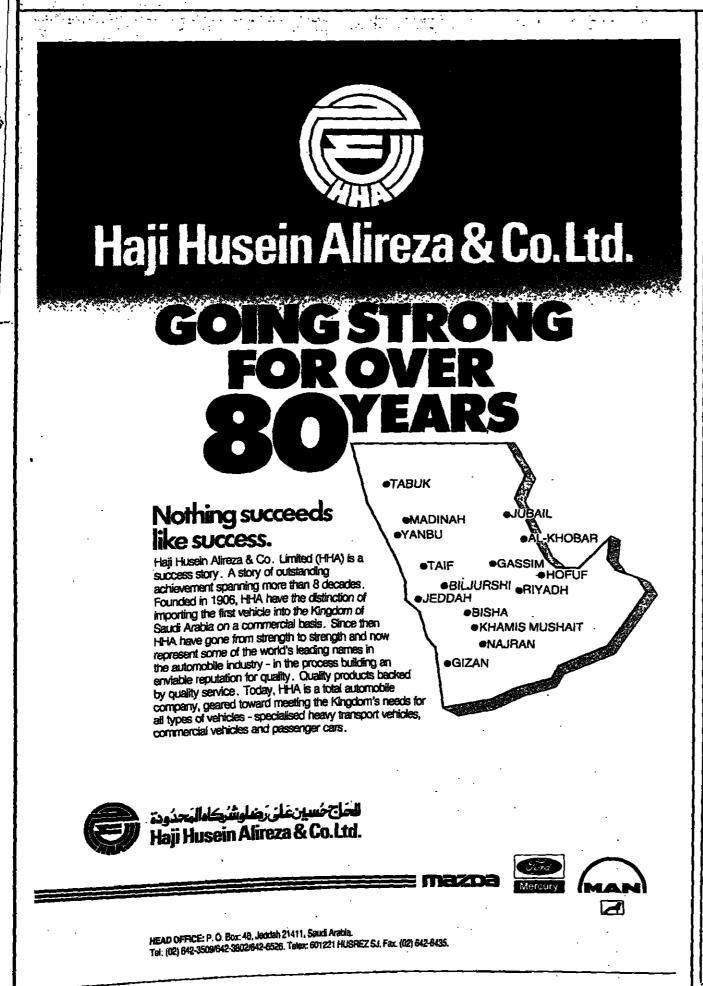
He points out that the present period of economic consolidation and industrial diversification has also provided the Saudi businessman with a chance to "remold his initiative. The high rates of return during the trade-led boom years have to be transformed to lower rates of return spread over a longer period, particularly in the manufacturing

Referring to future investment, Prince Abdullah said that, despite government spending constraints, capital scarcity was not a problem for the country's economic development. "The government has adequate reserves and, what is not always remembered is that the private sector holds almost as much reserves as the government itself. The tapping of this vast reservoir of capital is one of the primary tasks of the present phase."

According to Abdul Aziz Al Zamil, Minister for Industry and Electricity, Saudi Arabia has more than 2,000 operational factories and manufacturing plants representing an investment of \$16 billion.

"We want competitive, viable industries which can generate a net national economic benefit," says the minister.

Encouraging greater privace and foreign investment in Saudi Arabia is now a number one priority. Prince Abdullah and the Royal Commission hope that potential foreign investors will look closely at Jubail and Yanbu and see for themselves that Saudi Arabia is open for business.





Sandia's modern jet fleet includes the Boeing 747-300.

Saudia Continues to Expand Routes and Upgrade Services

half has not been a particularly easy time for airlines operating in and out of the Middle East. For several reasons, primarily economic, traffic has dropped considerably. Yet for the biggest airline in the region, there has been little cause for complaint The number of passen-

gers carried by Saudia last year (10.5 million) may have been below the 1985 figure by half a million, but its market share was up 2 percent. It was the same story with cargo; boarding was down in line with the regional marker trend, but Saudia's share of the international air cargo market was up 1 percent and sales were up 7 percent.

HE past year and a

Saudia has not only stood up to the changed conditions with minimal loss in terms of profit and passenger traffic, it has continued to expand. New routes have been brought into operation, to Dacca and Kuala Lumpur, and others to the Far East are planned. The Far East is seen as the main area of development.

Similarly, aircraft and services are being updated even though Saudia, with

110 aircraft, most of them wide-bodied, already has one of the most modern fleets in the world. But while most U.S. or European airlines would consider that at 15 years, their aircraft still have a good few years' service in them, Saudia's policy is to replace after about 12 years. It is rumored that it will start looking to replace its 10-to 12-year-old fleet of Tristars in the near future and although the airline operates a mix of aircraft, there is every possibility that it will be looking to Boeing for replacements. The majority

Saudia's continued success, despite the downtrend in regional traffic, is all the more remarkable given that 70 percent of its passengers are carried at a loss. Saudia operates a cheap fares policy on domestic flights in line with government wishes that travel within the kingdom should be accessible to all. The company makes its profit, and a handsome one at that, from the 30 percent of passen-

of its planes are already

gers who fly internationally. The need for cheap fares within the kingdom is fairly self-evident given the terrain and the large distances gateway as well as the re-gional hub for domestic travel, is expected to be operational by late 1989. It will have a capacity of 10 million passengers a year. The terminal is already structurally complete; work is currently being carried out on a 6,000-square-meter mosque to accommodate 6,000 worshipers.

When it does open it will not be the end of the road. Like London's Heathrow, which has been called the world's only permanent building site with its own airport, development and expansion will be a regular feature of life at Dhahran, as it will be at Jeddah and

involved. Apart from the

United States, no other

country has as many people per head of population

traveling by air. Last year

seven out of every 10 peo-

ple traveled once by air

within the kingdom. That

compares to the figures in

Britain, for example, of one

in every six. (In the United

States, everyone takes ap-

proximately 1.4 internal

Given the Saudi propen-

sity to fly, it was not sur-

prising that investment in a

new generation of airports

was deemed necessary more

than a decade ago, especial-

ly in those acting as inter-

national gateways — Jed-dah, Riyadh and Dhahran.

In all three cases, the exist-

ing airports were located in

urban areas that effectively

prevented expansion to

meet the anticipated

International Airport

Project, a division of the

Ministry of Defense and

Aviation, was set up in

1976 to oversee expansion

plans. Since then new air-

ports have been opened in Jeddah in 1981 and Riyadh

in 1983. The \$2 billion

Dhahran airport, which

will be called King Fahd

International and will serve

as the kingdom's eastern

growth in air traffic.

flights a year).

There are already plans for a second, 16 million capacity rerminal as well as for an accompanying mass transit rail center and the main bus headquarters for the region. Both Aramco and Petromin, the state oil corporation, intend to build their own aviation facilities

However, the whole question of expansion at Dhahran depends on demand. It had originally been projected that the new airport would be handling 5.5 million passengers by 1990, but this has been revised downward to 4 million because of the effects of the new Dammam-Riyadh hìghway and Bahrain causeway. Both have siphoned off potential traffic. In Jeddah's case, there has been little such competition, which is why plans are in hand for another terminal to meet Saudia's anticipated growth in demand

over the next 10 to 15 years. If that growth becomes a reality, and there is every chance it will, then Saudi Arabia will overtake the United States as the leading air traveling country, in per capita terms.

-- Michel Dalmoak

Hotels: Intense Competition Sharpens a Tight Market



Marriott Hotel in Riyadh (above) and Jeddah (below).

⊸(HE market in Jeddah is good, Rivadh is tougher, and the Eastern Province is murder, says Gary Gagnon

of the Red Sea Palace. Jeddah has year-around occupancy with business travelers in the winter and Moslem pilgrims in the summer. Rivadh attracts businessmen in the winter, but when the government moves to its summer capical of Taif, business drops sharply. The Eastern Province has too many hotels.

Because of the surfeit in major cities, the Hotels Department of the Ministry of Commerce has banned new hotel construction in Jeddah, Riyadh, Damman, and Al-Khobar.

The response of hotel companies has followed two distinct lines. One group tried cutting rates to attract customers. This led to a general decline in rates, which some hotels resisted more than others.

Those that did not cut their rates have offered higher levels of service. In Riyadh, at least, it appears that they have won a greater market share and maintained higher average rates.

The Riyadh Intercontinental's new regional vice president of operations and general manager, Tom Krooswijk, says: "By the

time I arrived here, the fall in hotel occupancy in Riyadh had bottomed out. To add to this, the Intercon had an expansion with 100 rooms in October 1986, which wasn't making the

job anv easier. "I saw that Riyadh hotels were reasonably priced and the quality was good compared to other hotel markets. It was also clear that figures showed that those hotels that just cut prices lost market share. I felt that businessmen were looking for service."

The Marriott hotels have performed strongly in Riyadh and Jeddah, pursuing a businessman-oriented policy. Fully equipped business centers and luxurious rooms are a plus. Further, in both Jeddah and Riyadh, the hotels are located in excellent locations close to main traffic arteries. In Jeddah, the Marriott is the city's newest luxury hotel.

In Rivadh, hotels that rely on airline crews have performed less well than

expected. They are now anxiously awaiting the opening of a new hotel at King Khaled International Airport, which will be competing for the same busi-

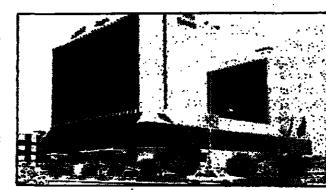
The hotels that have performed best tend to be those with international partners. Marriott, Intercontinental, Hyart, Ramada, Holiday Inn, Meridien and others have hotel operating agreements in the kingdom. The owners benefit from expertise as well as an international name and referral service.

Intercontinental also operates the government-only Conference Palaces. Its hotels are the Riyadh Intercontinental, the Taif Intercontinental, the Mekkah Intercontinental and the Abha Continental.

The Hyatt name is found in Riyadh, Gizan, Jeddah and Yanbu.

Sheraton has opened Riyadh's newest 5-star hotel, the Ataliah Sheraton Hotel, and operates hotels in Taif and Medinah. Gustar operares the Red Sea Palace, in Jeddah, and the Al-Khozama Hotel, in Riyadh.

— Doug Graham



Albabtain Takes the Biscuit

RESH baked cookies and drip-free domes are extreme examples of the private initiative shown by Saudi entrepreneurs. But, for Abdul Latif S. Albabtain's group of companies based in the Eastern Province at Al Khobar, they are the order of the day.

Get rid of caution and hesitation," said Industry Minister Abdul Aziz al Zamil when addressing a group of businessmen earlier this year. He advocated a closer relationship between the state and private sectors and suggested that it was time for the private sector to take up both the slack and the strain as far as the

business scene was con-

This is precisely what the Albabrain group has been doing in the last few years as its activities steadily expanded. One of its latest ventures has been a major plastics manufacturing plant in the Jubail Industrial City — probably the largest industrial park of its

kind in the world. The Albabrain industrial group has established a American firm, Upjohn Polymer Inc., and a Spanish company, Synthesia Espanola, to produce 3,000 tons of polyether polyos and blended polyurethane a year. The factory complements Albabtain's existing polyurethane manufacturing plant in Jubail.

For, with this new factory, Saudi Arabia can now produce plastic products from its own feedstock rather than relying solely on imported materials.

The Polyurethane Manufacturing Company's furniture division produces a wide range of lightweight yet sturdy tables, chairs and desks. Most of these polyjoint venture with the utethane products are intended for public institutions from schools to hospitals.

As well as being functional, the furniture has considerable esthetic appeal and - above all - is resis-

tant to ultraviolet light, often a problem with plastic furniture in the desert environment of the Gulf. The sun rots certain plastic materials, which then become brittle and break up.

Another design problem that has caused difficulties is insulating the underside of the thousands of domed. buildings across Saudi Ara-bia. Albabtain has been able to overcome the problem by manufacturing a waterproof mixture of polyurethane and diathon that can be sprayed onto domes — and flar roof buildings as

The Minister of Industry has constantly stressed the need for greater import substitution within the Kingdom. Until comparatively recently it has not been an easy policy to ful-

However, a typical example in food processing is the manufacture of biscuits, crackers and cookies - another Albabtain venture that has become a major success.

In the new industrial city outside Riyadh a new aroma hangs in the air the sweet smell of home baking on a massive scale at Albabrain's biscuit factory. It is housed in a long, low building on a corner site of the industrial park

The factory has become a totally integrated operation using almost all locally produced raw materials.

Flour comes from wheat. grown in Gassim, pure vegerable oils come from a refinery in Jeddah and many. of the fresh eggs come from the chicken farms at Al Kharj.

Knowhow for the manufacture has been provided by West German and Swiss companies that have supplied some of the most upto-date mixing, moulding and baking machinery. Albabrain has been able

to capitalize on its distribution network. There are ten principal centers in the Kingdom with their own sales and delivery teams that make sure customers only get the freshest baked biscuits.

Demand has proved to be so popular that Albabtain now exports its biscuits and cookies throughour the Gulf countries.

INVESTMENT OPPORTUNITIES AT JUBAIL AND YANBU

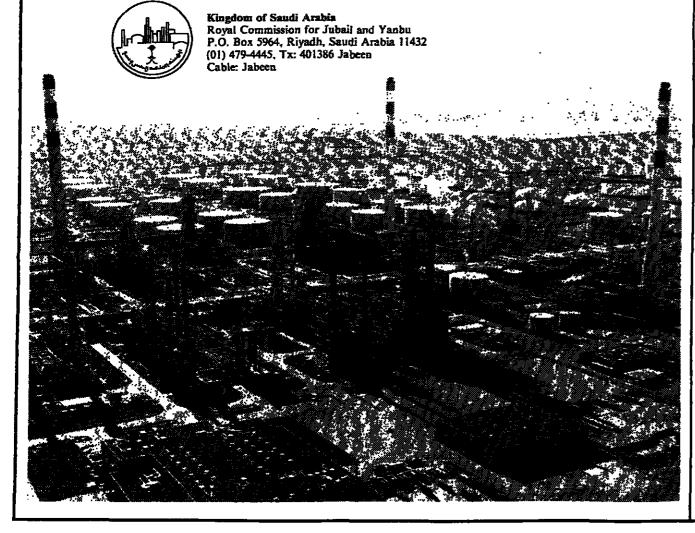
SAUDI ARABIA'S MAJOR NEW INDUSTRIAL CITIES

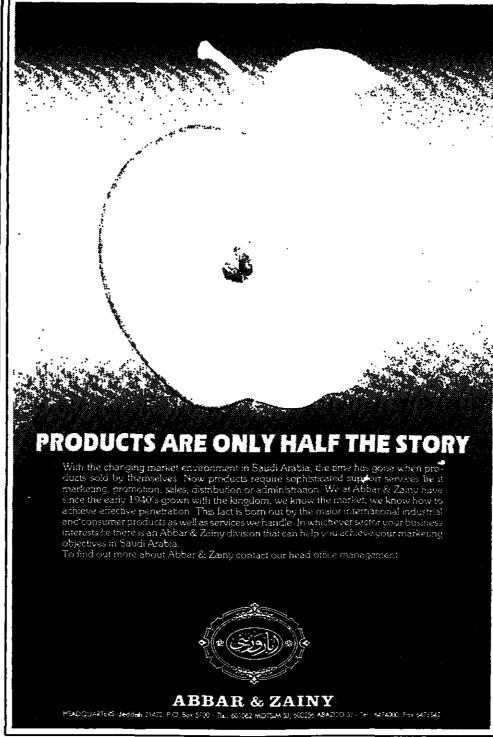
Consider investing in the new industrial cities of Jubail and Yanbu for the Saudi Arabian and Gulf regional market.

For thirteen years, Saudi Arabia has been building two ultramodern cities - Jubail on the Arabian Gulf and Yanbu on the Red Sea. Today, the cities include:

- Nineteen world-class plants turning out millions of tons of products a year,
- Over 80 light manufacturing and support industries providing a wide range of goods and services,
- Unsurpassed utilities, highest quality feedstocks, convenient location to Europe and the Far East, favorable financing, and government preference to in-Kingdom producers.







REAL ESTATE DEMAND **OUTSTRIPS** SUPPLY

HEN Gérard Jean and Hubert de Mont-Marin left Dupuy-Saatchi to found their own ad agency three years ago, they naturally looked for space in Neuilly. "We had always worked here," explains Mr. de Mont-Marin, "and our new agency needed the credibility that a chic Neuilly address could give us." The agency, Jean et Mont-Marin, first moved into a 300-square-meter town

The second

in the

- Donis Cuspan

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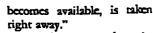
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house, known as a "hôtel particulier." Two years later, after landing such important budgets as Pentax, Lancôme perfumes, Pan American Airways and S.T. Dupont watches, the partners set about looking for larger headquarters.

The search lasted more than six months and involved several real estate agents. The town house they moved into last month was built in 1784 and entirely renovated. The oldest of its kind in Neuilly, it is being rented to the agency on the basis of a 30-year lease with the town of Neuilly which owns it.

Three times larger than the agency's former house, it is also two and a half times as expensive. "The price we're paying has jumped from 1,000 FF to 2,500 FF per square meter and we had to decide if we wanted it in less than half-an-hour or ir would have been grabbed by someone else," recounts Mr. de Mont-Marin.



Only five minutes from the Champs-Elysées, Neuilly is by far the most sought-after and expensive suburb of Paris. According to Françoise Vercamer, of the international realtors Jones Lang Wootton, a major incentive for companies is the suburb's extremely low professional tax rate. At 7.917 percent (as compared to 11.667 percent in Paris, an average of 13 to 22 percent in the other Parisian suburbs and 27.297 percent in Aubervilliers to the northeast), Neuilly has the lowest company tax rate of the whole Paris region.

In addition, when companies started flocking to this then completely residential suburb at the beginning of the 1970s, the rents were cheaper than in most of Paris.

"When the commercial boom was at its height in the mid-1970s," recalls Mr. Labro, "we had thousands and thousands of meters available and sellers were forced to negotiare to be competitive." Since then the price of real estate in Neuilly hasn't stopped climbing. Over the past two years, with space increasingly rare and demand just as strong, they have soared 20 to 25 per-

Office space is renting for 1,700 to 2,200 francs per square meter and selling for around 25,000 francs per square meter. That makes Neuilly property less expen-

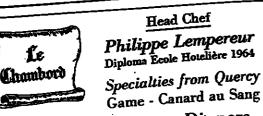


Secluded homes in quiet streets.

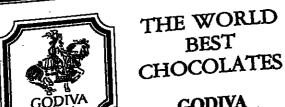
The difficulties encountered by Jean et Mont-Marin in finding space and the price they had to pay to stay in this prestigious suburb of Paris are by no means unique. "A company that wants to move into Neuilly today has to be exremely determined and patient," states Robert Labro of Jean Thouard, one of France's top commercial real estate consultants. "Whatever space

sive than certain prime areas in the 7th, 8th, 16th and 17th arrondissements, but a good deal more than many areas in eastern and northern Paris.

Yer, despite the influx of large companies, Neuilly has managed to preserve its tranquil residential character. An urbanization plan, first adopted in 1951, has protected it from being overrun by commerce and business. Zoning



Business lunches - Dinners Closed on Sundays 17, rue Paul Chatrousse - 92200 NEUILLY-sur-Seine Tel.: 47.47.73.17



GODIVA 160 av. Charles de Gaulle

92200 Neuilly-sur-Seine Makers of Chocolates, tel.: 46 24 0824 Candy, & Ice cream

LIGHT AT THE END He adds: "Another reason the

OF THE TUNNEL ITH its tree-lined avenues and quiet streets, Neuilly Vould almost be mistaken for a peaceful provincial town - were it not for the avenue Charles de Gaulle,

The ideal solution - rerouting the traffic underground and creating a treelined pedestrian area above might seem simple enough. Yet finding the appropriate financing has taken years.

the main east-west road from

Paris that currently cuts clean

across its center. Every day,

150,000 cars take it to go back

and forth to Paris.

According to the Mayor of Neuilly, Nicolas Sarkozy, one reason why the current one billion franc project has succeeded where others failed is because of the decision to cover only part of the avenue at a time. The 435 meters of runnel for car traffic is only the first step but, as Sarkozy says, "it was important to begin."

regulations restrict commer-

cial activities to the northern

extremity of the suburb and

the area on both sides of ave-

nue Charles de Gaulle. Practi-

cally three-quarters of Neuilly

are reserved for residential

Plan sheltered Neuilly from

the over-development that

many towns experienced in

the wave of post-World War

II construction," states Thier-

ry Gaubert, one of mayor.

Nicolas Sarkozy's close collab-

govern the height of buildings

and their appearance. The

town's trees are safeguarded,

Such regulations have en-

hanced the value of the suburb

while contributing to the rar-

ity of space and the difficulty

of construction. Mr. Gaubert

estimates the number of new

constructions at three or four a

year. These usually involve

the demolition of town houses

which are difficult and expen-

sive to keep up. Their owners

will sometimes exchange

them for a floor of the apart-

ment house built in its place.

idents regret the disappear-

ance of the private houses that

covered the suburb half a cen-

cury 2go. Of the remaining

400, only the 300 located on

private streets (dead-ends ac-

cessible only to occupants and

their guests), are protected

from demolition by municipal

legislation. Many of the others

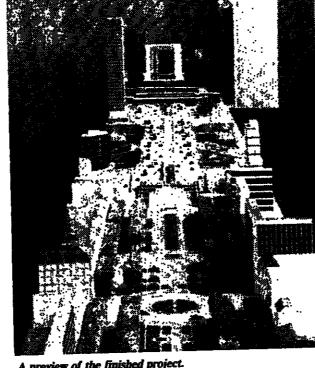
will eventually be replaced by

and the second section of the second second second second second second second section is a second section of the second
Many old-time Neuilly res-

yearors. Stringent ic

as are its gardens.

"The 1951 Urbanization



A preview of the finished project.

apartment houses or office

buildings in zones where com-

mercial activities are allowed.

Yet despite the cost of a town

house, anywhere between 10

and 25 million FF, there con-

tinues to be a strong market

for them. A turn-of-the-centu-

ry town house near the Bois de

Boulogne (the largest park in

the Parisan area), with 300

square meters of living space

and a 150-square-meter gar-

den, recently sold for 15 mil-

According to Noelle Por-

tier of Neuilly-Paris-Ouest,

one of eight realty agencies

based here. Neuilly is the per-

fect combination of city and

country living. "Bordered by

the Bois de Boulogne, we have

numerous municipal gar-

dens," Ms. Portier points out.

"What's more, most apart-

ments have large terraces or

balconies, while town houses

have gardens." One of the few

vacancies currently available

at Neuilly-Paris-Ouest, for ex-

ample, is a four room apart-

ment in a modern building

with 120 square meters of liv-

ing space, a 180-square-meter

terrace and parking. It is sell-

Such luxury, so near to the

center of Paris, is not within

everyone's reach and over the

years Neuilly has become a

rich man's suburb, a status

symbol for its residents. Ac-

cording to Daniel Calais of

the Department of Urbanism

at Town Hall, the average sell-

ing price in the residential

market is 35,000 FF per square

ing for 4.7 million francs.

lion francs.

light was the decision to extend the Vincennes-Pont de Neuilly metro line to La Défense." Consequently, the state will pay the largest part (40 percent) followed by the region (24.8 percent), the RATP (20 percent), the Department and the two cities of Courbevoie and Puteaux (11.8 percent). Neuilly will pay only 3.4 percent.

project was given the green

The work currently consists of removing all the pipes and electric cables beneath the avenue. Next February work will begin on the extension of the metro line to La Défense, the creation of an underground tunnel for the metro and cars, and the installation of 15,000 square meters of trees, gardens and fountains. The City Hall expects the project to be operational by mid-1992. In the end, 80 percent of all traffic will go underground. _ Harriet Welty-Rochefort

meter, up 20 percent over the past two years. Renting has become so expensive that the market has virtually disappeared. A combination of lack of

office space, high prices and congestion along the main streets has sent some companies north or farther west. Nonetheless, the real estate market in Neuilly is expected to remain as right as it is

today, with demand high and the vacancy rate low. Nobody can predict whether prices will continue to climb as they have over the past two years, nor how much people are willing to pay for space here, but no other suburb of Paris and few of its districts offer the convenience, amenities and prestige of Neuilly.

— Joyce Wakmann

THE NEAR WEST REDISCOVERED

OOKING at Neuilly as it is now, with its fine boutiques, bevy of businesses, and sumptuous homes, it is hard to imagine that this area was once a plot of swampland. But that was back in the days when the porato was still nouvelle cuisine.

In 1786 Antoine Parmentier presented his first crop to Louis XVL The vegetable formerly confined to the Limousine area of France - swiftly became so popular that Benjamin Franklin found himself at a dinner where the menu consisted of nothing but potatoes in every possible

The pastoral past disappeared as thousands of companies discovered Neuilly's proximity to Paris, greater greenery and pure air. "The challenge now," as explained by Mayor Nicolas Sarkozy, "is to preserve the ecology of our rown. We want the green of parks and gardens and trees to be the color of our city."

Efforts to preserve the trees and parks began back in the 1950s under Achille Peretti, the former mayor. Since then the city has blossomed into the home of 3,135 businesses employing 35,000 persons in 800,000 square meters of offices, mostly on the avenue Charles de Gaulle and the Ile de la Jarte. Yet building restrictions have preserved the city's 248 hectares of parks and gardens, guaranteeing the 65,000 inhabitants of Neuilly some 38 m² of park area per

No wonder 50 percent of the residents are either company presidents, professionals or top managers (not to mention

the diplomatic population which live in the city's 24 foreign embassy residences). The 64,450 inhabitants currently pay 1 percent of the total income tax paid in France and 24 percent of those in the Department of the Hauts-de-Seine.

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Neuilly's commercial sector is equally upmarket. As a crossroads of communication, it houses 400 companies in the fields of radio, television, publicity and publishing.

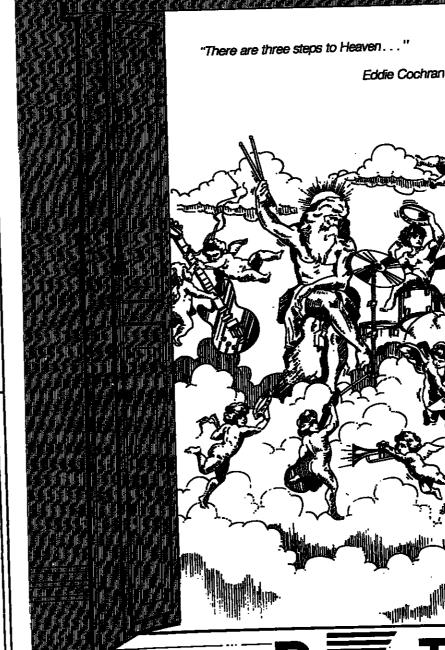
As early as the 1930s, Chanel Perfumes moved in because, "we had a presentiment of the luxurious character of this site," says a spokesman for the company. Since 1980, Yves St. Laurent Perfumes has also been based on the 11e de 12 Jatte and, next year, will be joined by Paco Rabanne.

Building and refurbishing projects account for 63.48 percent of the city budget. Massive projects such as the 40 million franc remodeling of the Place du Marché are being financed by city hall in conjunction with private companies to relieve the burden on the taxpayer.

In a master-stroke of combining good living with sound urban planning, the city has also found a solution for the busy - and noisy - traffic on the avenue Charles de Gaulle. And work is forging ahead on the inscallation of a total cable network for mid-1989.

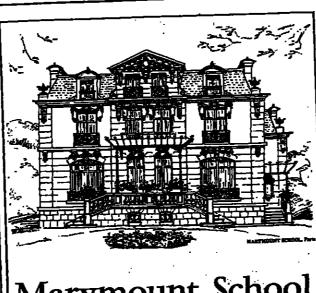
As Rence Michelangeli-Peretti, daughter of former Mayor Achille Peretti and director of Neuilly Journal Independent concludes: "You cannot prevent change, but you have to manage it well."

- Harriet Welty-Rochefort



The Restaurant That Opens Heaven's Gates

6, rue du Cdt PILOT 92200 NEUILLY



Marymount School

72, bd de la Saussaye Neuilly-sur-Seine 92200. 46 24 10 51

"Marymount has been serving the Paris community since 1923. Today, it offers an American curriculum to boys and girls, ages four to fourteen."

"For information, please contact the Headmistress."

Ile de la Jatte, Neuilly's offshore center.

THE APPARENT PERSUADERS

N Neuilly the admen remain. Less brash than Madison Avenue, more spacious than Soho, the area currently houses at least 110 agencies. Despite takeovers, mergers and new firms being founded, the cast of characters remains fairly constant.

Havas was one of the first to arrive and, some claim, started the westward trend single-handed. In its latest incarnation as HDM, the giant group is now represented on three continents thanks to international tie-ins with Young and Rubicam in the United States and Dentsu in Asia.

Belier is another worldwide presence, with offices in Neuilly, Soho, Madison Avenue and Hong Kong. Its philosophy is to create national campaigns within an international framework. For, as Pierre Lecosse explains, "With a few notable exceptions such as Coca Cola or Mariboro, cultural differences same campaign in every coun-

"In France advertising is generally more emotional than in the United States. French people don't like to be advised or even informed," confirms Evelyn Soum, mar-

keting director of Audour, Sourn, Larue/SMS.

Both Belier and HDM are linked to Eurocom, which last vear reached a turnover of 15 billion francs. Of this figure, 10 percent was in the U.S., 40 percent in Europe and the remainder in France. The presi-



Neuilly's pioneer ad agency.

HERE was an air of

festivity on the Mary-

mount campus despite a

steady and relentless

downpour. In the hallway,

carrons were brimming over

with canned and packaged

food which, explained Sister

Maureen Vellon, the headmis-

tress, were destined for the

poor. Downstairs in the kitch-

en, some of the children's

mothers were preparing a spe-

cial Thanksgiving meal com-

plete with turkey, cranberry

sauce and pumpkin pie. The

excitement of the students

All in all, the atmosphere

was most extraordinary. A

Thanksgiving dinner served in

a school right in the heart of

Neuilly is unusual in itself.

Even more surprising is to

find parents, usually regarded

as an interference by most

schools in France, involved in

school activities. "We consid-

er our parents as the central

educators in their children's

lives and they provide us with

invaluable help," explains the

of the Sacred Heart of Mary in

Founded by the Religious

headmistress.

was almost tangible.

dent of the company, Bernard Brochand, oversees this empire from his office above the avenue Charles de Gaulle.

Barely a mile away, Dupuy Saarchi & Saarchi Compton is based, like D.P. Industries, its industrial affiliate, on the He de la Jatte. Back in 1973, when its current headquarters were built, the move was considered something of a novelty. Now, according to Didier Colmet Daâge, "I believe that the Ile de la Jatte has the potential to become the Ile St. Louis of the 21st century."

For, along with international agencies like DMB&B. Neuilly naturally attracted other communications specialists. They now number some 400 in all, including film companies such as UGC and publishers such as Hacherte. Neuilly Communications celebrates their presence with its annual Festival de la Pub, currently being held at the Théâtre de Neuilly. As more companies drifted away from the

1923, Marymount is a private

Catholic school that provides

an English language program

based on an American curricu-

lum from pre-kindergarten to

grade eight. One period of

French is given each day by

native reachers and for the

minority of French students

there's a course in English as a

Of the 265 children attend-

ing the school, 50 percent are

American, and the others rep-

resent 36 nationalities. Most

of the children are in France

temporarily with stays usually

"Many children experience

real difficulties when their

family is transferred," says Sis-

ter Maureen, adding that the

most trying age is around

sixth grade. The international

staff is able to give them quite

a bit of individual attention

since classes are small: no

more than 20 and sometimes

as few as ten per class. The

school also has a resource cen-

ter with specialists in learning,

speech, language and psycho-

After school, the children

motor problems.

lasting about three years.

foreign language.

Understanding Education

city center and across the river into La Défense, the agencies continued to follow. But they preferred the peace of Neuilly to the bustle of the new commercial sector. Along with its relatively low overheads, it offered the added advantages of an upmarket area, five min-

utes from l'Etoile.

"Our clients are happy to see us here," says Jean-Louis Courtois, of Perna 2B. The agency, which concentrates on high-tech and aerospace accounts, deals with over 500 international publications from its home on the island.

For small and mediumsized companies the trend is toward specialization. A recent arrival, Jonction, applies its expertise to recruitment advertising in national and business media. While Mao concentrates on its long-standing relationships with a few select clients, Prominter is anticipating pan-European business in

--- Christopher James

have a choice of a wide range

of extracurricular activities in-

cluding basketball, tennis,

swimming, karate, dance, mu-

sic, drama, art and computer

science. On Saturday morn-

ings the parents run a sports

program for the children, act-

ing as organizers and coaches

for the "closest thing to the

little league this side of the

Atlantic," according to Sister

Marymount offers a two-

track religious program for its

Catholic children (more than

50 percent of the students)

and for those representing 17

other religions. During the

three periods of religious edu-

cation each week, the non-

Catholics study world reli-

gions. "Here again the parents

are a big help," explains Sister

Maureen. "We often ask them

to come in and share the

meaning of their religions

One of the major goals of

the school is to encourage an

understanding of the differ-

ences in cultures and faiths

throughout the world.

"Above all, we believe in the

education of values such as

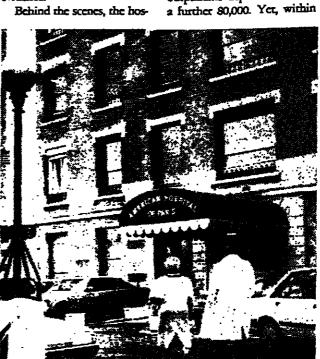
with the children."

Maureen.

HIGH-TECH HOSPITAL

T first sight, with its elegant facade and Around-the-clock care is provided by reams of nurses and bright, striped awtechnicians, who outnumber ning, the American the patients by nearly three to Hospital of Paris could easily one. The emergency services, be mistaken for a hotel. The which are on constant call for illusion is almost complete as everything from road accivisitors enter the husbed redents to toothaches, deal with ception area, for the familiar 12,000 cases a year while the clinical smell is nowhere in outpatients department treats

Behind the scenes, the hos-



Eighty years of American style medical treatment.

honesty and personal responsi-

Each morning during the

week of Thanksgiving, the

headmistress spoke to the

children over the PA system.

She asked them to reflect on

their families, their schools

and the country they are now

living in, to think of someone

to whom they were particular-

Cheery and rosy-cheeked,

Sister Maureen stands out as a

welcome contrast to the usual

right-lipped and stem school

principal. As a child, she spent

12 years in one of the Ameri-

can Marymount schools. At-

tracted by the Sisters' devotion

to each other and to the chil-

dren, she in turn decided to

join the community and de-

vote herself to the education

of others. She has been at the

Marymount school of France

for two years and declared in

the November school newslet-

ter that of all the children she

has seen over the years, "the

group that arrives here each

day is, without a doubt, the

- Joyce Wakmann

happiest I've ever seen."

ly grateful and to thank that

person.

bility," says Sister Maureen.

the 187-bed hospital, all is calm. Madame Stephan, the head of admissions, regularly finds the time to talk to new arrivals, soothe the anxious and arrange a suitable room for their stay.

As N.V. Dial, president of the board of governors, explains: "We combine all the advantages of a large institution with those of a small, personalized hospital."

in areas such as radiology, ultrasonography and nuclear medicine, these advantages include some of the most advanced medical equipment available — such as a body scanner and the recently introduced lithomptor - for diagnosis and treatment: For physiotherapy, the ground floor of the original wing has been entirely renovated and now houses a gymnasium, pool, whirlpool and massage parlor to rival any health center.

At an international level, exchange visits and conferences encourage the physicians and surgeons to share the benefit of their experience. The American Hospital already enjoys a reputation as one of Europe's leading centers for the diagnosis and treatment of heart disease. Under the supervision of a world renowned consultant biologist, its FTVET (Fertilization in-vitro and embryo transfer)

center is also numbered among the most successful of its kind.

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Francisco (Company)

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LINE CONTRACTOR tra e german Grant 🛔 the farm and facilities and The production paid Employees a service of the

All this began in 1906. when members of the American community in Paris decided to introduce a hospital that could combine American style medical treatment and an English-speaking staff. Built on the site of one of Louis XV's summer homes, it first opened its doors in 1910. In the 1920s it expanded from 10 private rooms to a 120-bed hospital. By the mid 60s an extension was needed to make room for a Department of Nuclear Medicine. In 1978 another wing was added. The latest: project is a new, 6-story extension which will house an amphitheater and library as well as three floors of parking for 200 cars.

Though its name is often linked with the rich and famous, it is not an exclusive sanitorium. According to Mr. Dial: "We have this image, but 95 percent of our current clients are not in that category at all. They are just looking for the best quality health

As Treasurer Bob Meahl notes, the American Hospital is a non-profit-making organization. "Everything goes back" into plant and equipment The hospital receives no subsidies here or in the United

Much of its success is due to the tireless efforts of the board of governors. Mr. Dial, who is head of worldwide sales and marketing for Peugeor, has been president since 1978. He says: "I have tried to bring people with business skills to the hospital. We have tried to apply our day-to-day skills in financial and management planning in a new environment and, to our satisfaction, found them to be applicable."

Since the 1980s, the annual level of investment has risen from approximately 5 million francs to its current level of nearly 20 million francs. Today about 60 percent of the hospital's patients are French, 20 percent are American and the remainder come from 100: other nations. But still it retains its identity, and remains the only private hospital in Europe to be recognized by the U.S. Joint Commission on Accreditation of Hospitals.

Mr. Dial's pride in this achievement is genuine. He enthusiastically explains how the extra space will be used "to make another floor for international medical exchange and conference library, ' for doctors' offices, outpatient services and administration all of which will, in turn, free more space for other services." But, clearest of all, is his explanation of the reasons behind all this voluntary effort. "I really do like helping people. I like saving lives."

Christopher James

RESTAURART

Traditional cooking **Specialties**

Crock of snails with fennel Poached eggs florentine on toast

— Sliced Paprika beef kernel

LA BOUTARDE

Closed Saturday noon and Sunday 4, rue Boutard - 92200 NEUILLY **Reservations: 47.45.34.55** 47.45.57.84

Restaurant

LE MANOIR Gastronomic cooking, Chef: Alain Albat

L'EN CAS DU MANOIR Rapid restaurant Wine bar

Closed Sunday 4. rue de l'Eglise, 92200 NEUILLY S/SEINE 46.24.04.61



Ovsters - Seafood - Shellfish - Crustaceans from the fish tank - Bouillabaise Fennel grilled perch Grand Marnier millefeuille pastry PRIVATE ROOMS

Restaurant

RESERVATIONS 46.24.07.56

4, av. de Madrid 92200 NEUILLY TAKE AWAY 46.37.16.52

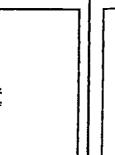


175, Avenue Charles de Gaulle, 92200 NEUILLY Tél.: 46 37 17 56

 Auvergnat and Southwest specialties
 Choice steaks from our grill • Our saverkraut • Our seafood



Lunch - Dinner 12 bd de Levallois (Ile de la Jatte) Neuilly 46.24.25.04.





Tel.: 47 38 61 85 1 Boulevard de Levaliois (prolongé) lie de la Jatte (92300 Levaliois) Closed Sanday and Monday evenings

CAFE

Warm

terrace

Lunch - Dinner weather

LA JATTE

Private parking

Tel. 47.45.04,20 60 bd Vital Bouhot (Ile de la Jatte) 92200 NEUILLY closed Saturday noon



OBSTER Brochettes Valencian Paëlla Quail in Escabech

209 ter, av. Charles-de-Gaulle - 92200 NEUILLY S/SEINE Tel.: 46.24.07.87 Closed Saturday noon and Sunday

CARPE DIEM

CHEF DE CUISINE : SERGE COQUOIN

10. RUE DE L'ÉGLISE

92200 NEUILLY-SUR-SEINE

TEL.: (1) 46.24.95.01

RESTAURANT LA RASCASSE Louis FRANZA

Oysters and shell-fish - Daily fish special Live crustaceans

10 Av. de Madrid, 92200 Neuilly. Tel.: 46 24 05 30. Closed: Saturday and Sunday.

江 蓝 酒 lle de la Jatte

Restaurant CHEZ YAU Chinese and Vietnamese specialities

217 Boulevard Bineau 92200 NEUILLY/ Seine

Tel.: 46 24 02 38 Open daily

The Italian of Neuilly LIVIO

You will appreciate real Italian cooking (it is wise to reserve) Tel.: 46.24.81.32

6, rue Longchamp, 92200 NEUILLY - Daily

MÉTRO PONT-DE-NEUILLY

PRESBOURG 3, av. de la Grande Armée, 75116 Par



(Carpe Dan je Proce 17) Live Labsters Menu 92 francs

onfinuous service until 1 aura every day Private room for business meals

In the lie de la Jatte

La Ferme de la Jatte Traditional cooking

Business meals Terrace - garden Reservations: 46 24 69 18

Closed Saturday and Sunday 195 bd BINEAU 92200 Neuilly/Seine

Restaurant

BETWEEN NEUILLY AND L'ETOILE

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COMPUTER SEARCHES

STONES throw 2w2y from the bustling Pont de Neuilly metro and close enough to hear the boars on the Scine, the offices of Idemedia are located on a peaceful suburban street lined with trees. But the calm outside belies the activity within. Idemedia is one of the homest names in the French media world today. From its birth in 1980, the company has increased its turnover ten times and this year it will cop two billion

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For a space-buying group, the last year has been one of enormous transition. Any company involved with the media has been affected by the increase in the number of TV channels from three to six, and the accompanying explosion of ad space. But Idemedia is used to rapid change.

In the space of seven years, the company has spun off eight satellite groups in Paris and established a network of five affiliates abroad. At the head of this dynamic group is its founder, Daniel Adam, former CEO of McCann Erickson in Paris, and a man with a deep knowledge and understanding of the French advertising world.

one that the general public knows much about. In the trade it is often called block space-buying, although this carch-all phrase does not cover the extent of Idemedia's activ-

Block Buyers

The traditional block space buyer has a clientele of companics, all with substantial advertising budgests. His job is to buy space in the media, ie. television, radio, press and billboards and to negotiate the lowest rates possible on behalf of the client. Because he buys more he gets it for less.

In the old days in France, the client paid 15 percent to the ad agency media department for this service. Today he often pays as little as 3 percent to a block space buyer.

Currently, 66 percent of all French media buying is done outside the ad agency's traditional structures. Idemedia, however, is a block buyer with a difference.

Nicolas Lebeuf, newly appointed president of the Idemedia "directoire" and Daniel Grojean, director general, are the first to admit that their company had the advantage of being a latecomer.

"We arrived on the scene when block-buying was already well established in France," says Mr. Lebeuf. He salutes the group, GGMD, led by Gilbert Gross who introduced the new concept in the

By 1980, Gilbert Gross was the uncontested volume leader. No one could beat the price discounts he offered. But Daniel Adam, assessing the situation, came to the conclusion that there was room for a new approach.

Media Planning

Major changes were taking place in the way media research was being done, thanks to new technology. Mr. Adam became convinced that the time was right to introduce a rival media buying service which would also incorporate the latest methods of media planning research.

Mr. Lebeuf explains: "Our argument was: what's the use of buying a page of advertising or a radio spot, no matter how cheap, unless you know what it's really worth?"

In other words, Idemedia introduced the notion of quality added to quantity. The company made its mark by offering competitive prices



Idemedia founder and head Daniel Adam.

linked to sophisticated media planning and analysis.

"It took three years to construct the first generation of software models," Daniel Grojean says. He fondly remembers the day not so long ago when media planning was a matter of pencils and paper. It also took time to educate new clients. First, Idemedia broke with tradition by analysing the efficiency of media plans at the real price paid. Their sales staff demonstrated that the optimum media plan was not the same when calculations were based on the discount price. Radio, for example, offers discounts up to 40 percent off the stated rate while television gives nothing. Meanwhile, competitors

Targeted Campaigns

continued to work from rate

Idemedia also redefined the way campaigns were targeted. The old-fashioned identification might talk of housewives from 25 to 49, in top categories A and B, living in Paris and major towns with a population of 50,000. Idemedia showed how this could be refined. Thus for Baby Food, the potential buyer or target is the young mother with children between three months to one year. For Cat Food, the ideal target is not the ordinary housewife but cat owners.

Media plans from Idemedia concentrated on target identification. This was allied to the most recent analysis in lifestyle research. In 1984, they

were ready to establish a fullfledged media research center. baptized Credome (Centre de Reflexion, d'Erudes et de Documentation sut les Media). The Credome, headed by Alain Parodi, recruited a team of 30 people whose job was to perfect and update data banks for the entire group and to develop models for specific and original research.

Research Investment

With this major investment in research, Idemedia managed to attract an increasing number of clients from the ranks of the medium-sized companies. They also embarked on a policy of alliances with the non-aligned advertising agencies — those agencies who had not yet established block-buying facilities.

The list of affiliates today is an impressive one: Universal Media with McCann Erickson; Etude Creative Media with Groupe Chatel; MIA with Agency DJW; Objectif Media with Gilbert Donat; Mediaplan with Agency Rythme Alpha; Starmed with the Groupe Expand; O'Media with Agency Hautefeuille; and Mediapower International with Agency CFRP. Each agency has the benefit of the Idemedia research and knowhow but retains a majority control of the affiliate.

Now that the newly created software for television research is in place, the Idemedia group looks forward to the furnic with a certain tranquil-

plans to help our the confused advertiser. The following dialogue, devised to explain the situation

WEDEN still bans a grand total of six software

TV advertising totally;

the Germans ban it on

Sundays; the British

BBC has never allowed it but

might change its mind soon.

Grudgingly, television in Eu-

rope is opening up to advertis-

ing, and of all the EEC coun-

tries, the French are now the

most advanced along this

American companies, ac-

customed to almost total liber-

commercials at home, are driv-

unnecessary and costly.

retailing or even margarine are

arbitrarily banned to protect

One of the most mind-bog-

gling demands is that media

plans for TV must be drawn

up in September and booked

for the entire year to come,

regardless of developments in

Advance Booking

In France the explosion of

new TV channels has broken

down old rules without mak-

ing the new rules clear. TF1,

the recently privatized chan-

nel, still requires advertisers to

reserve space ahead but the

timespan is down from one

year to six months. The two

government channels work on

the old year format but they

now ask advertisers to reserve

Currently, there are no less

than four accepted audience

rating groups in France. But

none has yet emerged as the

recognized standard. This

makes audience ratings a great

Software Plans

To counter the minefield of

restrictions, old and new, Ide-

media has gone back to its

computers and come up with

BARTER: WATCH THIS SPACE

all space by Minitel.

local interests.

highly regulated route.

director, goes a long way to illustrating the dilemma. Q: We advertisers are concerned to get the best out of the TV time we buy. But it seems like an impossible

to the hapless company ad

A: Not at all. You give us the target and we give you the ty in buying space for TV best combination media plan among the thousands possien mad by European TV reble, thanks to our software strictions. They complain that model, MYRIAM. the space available is never Q: I want to believe you but

enough. Worse, the regulain fact we never seem to be tions, priorities and exceptionable to buy the optimum. All al demands which change these priority rules and incomfrom country to country seem patibilities (not being able to appear with similar products For example, the word in the same group of spots). "happiness" cannot be used in What's the use of a great thea French TV spot. Children ory that can't be applied? cannot appear alone in many countries. Certain sectors like

A: Our model, MYRIAM, not only gives you the best plan but then it gives you, in order of merit, a list of alternatives for the time spors refused.

Standardized Polls

Q: Bur what's the basis of this plan? We don't yet have an accepted standard of audience measurement. Each poll contradicts the other.

A: It's true that each audience study has its advantages and disadvantages. We screen them all, take out the bugs and keep the best from each one. This provides us with our own unique data bank which we call DATA MIX TV.

Q: You mentioned that you were able to construct an optimum plan taking into account the rules and regulations. Have you found a method to reduce the number of timespots refused? A: Yes. Our software pro-

gram, SIMUL TV, analyzes all the 140 products we currently handle for TV. It simulates the exact priority rank and incompatibilities which are used by the TV channels in their calculations. With 140 products we are able to make exchanges from among our own clients' spots and bring down the refusal rate. Q: Heavens! 140 products!

campaigns at the same time? A: Thanks to our software, ECRAN TV, all the campaigns are entered on the computer, even to the last detail. including updates of changes. Suppose there is a strike on TF1 Wednesday next. Within 10 seconds, the computer sorts

How can you follow all those

TV spot on that date. We can instantly make the necessary **Audience Movements**

our all the advertisers with a

Q: What womies me the most in TV is the unpredictability of audience movements. When you have to make a plan for October six months ahead of time, obviously you can't do the best

A: This is why we have LEV-EL TV, software which follows changes in viewer's preferences. Beginning this year, we have tracked 1300 to 1400 spots on the six channels. By running this information through our software INFO-PERF TV, we can assess the performance of a campaign at any given moment.

Q: Yes, but you're talking about the past. I'm interested in the future.

A: Exactly, But we have also developed, with Publi Media Service, a new tool for predicting audiences in two ways: TELESPOTS and TELE-METRE. We can change a campaign plan anytime up to eight days before, if audiences' predictions are not satisfac-

Rating Points

Q: I see you're well prepared. I guess I can just follow along with my eyes shut.

A: No. Keep your eyes wide open. We give you the means to check up on our work thanks to MESUREX TV. This is a program for the advertiser to verify whether we have succeeded in improving his gross rating points with each campaign. You know whether we have brought down the costs and insured a preater productivity. Isn't this what you are looking for when it comes to TV ad-

MAJOR EUROPEAN NETWORK

HE guru of globalism, Theodore Levitt of the Harvard Business School, hir the headlines in the early '80s with predictions that all business would soon go global. National barriers would come tumbling down as satellites went

Like all gurus, Dr. Levitt vas ahead of his time. Glodal business continues to run into practical problems like language barriers and conflicting customs and traditions. But the underlying trend is there, reinforced by the commitment of the EEC countries to create a single European market by

Integrated Market

"We know the day is coming when media buyers will trear Europe as one market," says Nicolas Lebeuf, Président du Directoire of Idemedia. This is why the group is already positioned across Europe. So far, they have established majority-owned affiliates in six countries -France, Germany, Spain, England, Sweden and Switzerland. The genius of this pan-European organization is that Idemedia's partner in each country also occupies a leading position in the national market. It is a true association of Europe's top professionals in the business. The first Idemedia clients to take advantage of the new network were the U.S. multinational, Johnson Wax, and Bongrain, the Prench cheese group.

The fact that a French company is the driving force behind this European union is not a coincidence. A look at history shows that media buying in blocks actually originared in France back in the '60s. The biggest French advertiser, l'Oréal, showed the way by combining its huge advertising budgets in-house. This stripped its advertising agencies of all but the creative role. Savings on the usual 15 percent commissions were enor-

Buying Power

Because all ad space is traditionally negotiable in France - with the notable exception of television - l'Oreal could buy radio spors and press space at a better rate than its confreres. Soon the giant Havas ad agency group followed suit and pooled its space buying power to give clients the



Nicolas Lebeuf, Président du Directoire.

benefit of 20 percent in discounts. Arch-rival Publicis followed.

The climate was right for a new breed of media independent, one non-affiliated with an ad agency. The pioneer was Gilbert Gross, who bought up huge chunks of space and sold them at prices so low that he soon cornered a major share of the marker.

In the mid 70s, the ad agencies fought back to form their own centralized buying groups. Some elected to place their business through the media independents.

By 1980, only nine of France's cop 100 advertisers were buying their media through a full service ad agen-

Discount Prices

Just when the revolution seemed over, Idemedia arrived on the scene with a new and distinctive concept. Based on advanced software, they could offer quality research and optimum media plans at competitive discount prices. It was the right formula for the right moment. Today, the war with the agencies is over. Idemedia has set up eight local affiliates in France, each one with a different ad agency as partner. The agency retains majority control and contributes its budgets while Identedia supplies the media expertise.

Idemedia's European expansion was patterned along a similar model. The French group brings in its international clients and keeps a 51 percent majority interest in each jointly owned affiliate while the national partner

handles the actual buying. To date, Sweden is the only other country outside France where independents have won over 60 percent of the market.

The explosion came in 1980 when Swedish advertisers and media worked out an agreement to cut space buying commissions from 15 percent to 3 percent. Overnight, agency media departments were wiped out. At 3 percent only huge specialized media companies can survive.

Idemedia's parmer in Swen is Marketing Gruppen. one of the largest and fastest growing groups in the coun-

Bargaining

Media bargaining in both Italy and Spain is very similar to France Spain, in particular, has proved a fertile field for affiliares of French companies. Idemedia, however, chose as its partner the pioneer of the independent movement in Spain, Media Planning, number one in the marketplace and owned by a powerful syndicate of banks and invest-

ment companies. In England and Germany, media rates are traditionally non-negotiable. But with cutthroat competition between the press groups, times are changing. Media independents who used to work mainly by securing prime positions for clients are now beginning to negotiate price advantages

as well. In England, Chris Ingram & Associates (CIA), the Idemedia partner, is one of the best-known names in the country.

Pan-European Service

The German partner, Hiemstra Media Services (HMS), was responsible for introducing independent media buying to Germany. Its biggest client is none other than the Bundespost, the national post office. HMS has joined with Identedia to start up a media buying group in Switzerland, where the business is still relatively small. In the next 10 years, Idemedia expects to see more and more advertisers buying Europe as one market. Satellite television will be out of its infancy. International media will take on added importance. At the same time, research and computerization in media buying will become increasingly expensive. Pooling the combined research facilities of the Idemedia partners will make it possible to provide the best pan-European service at the

best possible price.

LIP on the television to 1,300 per week. in France today and you may get a glimpse of Alexis Carrington, alias Joan Collins, displaying her well-preserved charms on Dynastie. Zap through the channels to see JR Ewing, ever so implausible in dubbed French, betraying the long suffering Sue Ellen for the umpreenth time on Dallas. Dynastic and Dallas are unlikely crowd pleasers in the

land of Charles de Gaulle, But who would believe the most popular program of them all this year - the golden oldie gameshow, the Wheel of For-The show has proved to be goldmine for its sponsor,

Unilever, the Durch multinational. In return for bankrolling the production, Unilever gets free ads on the program wherever it is aired. In France today, the show guarantees Unilever a prime time slot for a bargain basement price.

New in Europe

This is a perfect example of what is known as barrer TV already flourishing in the U.S. but only just getting off the eround in Europe.

One of the first to move into the new slot is Idemedia. They recently set up 2 spin-off company called Mediaprogram, designed to offer a wide range of barrer-inspired opportunities to clients.

Currently, the field is wide open. French relevision has expanded from three channels to six in the space of two years. The number of blocks

of ads has exploded from 250

Ads have multiplied to fill the void but there are simply not enough programs to go round. Hence the proliferation of American programs, some of them over 30 years old, like The Intouchables and Peter Gunn. New series and productions are in preparation but they are not yet completed. Other shows, hastily parched together, are not producing the hoped-for audience. But the biggest problem is money.

The cost of TV production is such that new ways of financing must be found. Barter is the natural extension of sponsoring, and comes in a number of variations. The advertiser can physically produce a program and incorporate his own ads. He then sells or gives away the "package" to the TV station, depending on how the two parties negotiate the deal.

Prizes for Time

On the other hand, the advertiser might ask to exchange his programs against ad time on another show. He may even sell these spots on to 2 third party. Another trend is to go back to basics. The advertiser pays for his ads with his own merchandise. The attractive prizes given away on game shows often originate as gifts from advertisers in exchange for time.

Laurent George, Mediaprogram director, explains that his group is currently following the work of nearly 100 TV producers, with a view to put-

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"And now for a word from our sponsors..."

ting the right client in liaison with the right project. "It is imperative that companies make an intelligent choice among all these productions," he says.

Mediaprogram helps the client make a decision by asking four basic questions: How many people will an advertiser reach through television and which is the best way to estimate? Who exactly will be reached, by zone and by caregory of client, knowing that the rargets vary? What fallout can the advertiser expect in other media? How will the operation affect the company's image? To answer these onescions, Mediaprogram will work in lizison with Credome, the research arm of Idemedia.

Laurent George estimates that sponsoring and barrer will represent between 5 and 10 percent of the French advertising market in 1988. Producers need help to defray cost," he says. "And the TV channels are interested for the same reason. With barter, they don't need to buy a production and then wait to see if ads can finance it."

Quality Fiction

Studies show that the price of a series in France is estimated at 2 million francs per episode. Unless the show sells abroad, the investment cannot be recuperated in the French market alone. Barter is one solution but by no means the

Eventually we hope to produce our own quality fiction," says Mr. George, "but programs like this will never be financed entirely by barter. This is why we are looking for partners to co-finance. We feel that ambitious, prestige projects will appeal to banks and insurance companies, companies who need to project an image of quality and solidity."

Currently, the CNCL, the official control board in France, is working on new rules to regulate "barter" in France. But the battle at the European level appears already to have been lost. For with the progress of sarellite relevision, it has become harder and harder to impose rules.

A GASTRONOMIC GUIDE

HE Defresne family bought Jarrasse (4 ave. de Madrid, tel.: 46.37.16.52) from its founder and eponym in 1980 and has continued to improve on its reputation as one of the area's best seafood restaurants. The most frequently ordered dishes at Jarrasse are the bouillabaisse à la Marseilrecommended by owner Louis laise, the loup grille au fenouil For traditional French fare and the mille-feuilles au grand marnier for dessert, which is made by the house baker and must be reserved because of its

1" et 2º années B.T.S : Action Commerciale

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Formation privée

If there isn't a free table at Jarrasse, walk one block over to La Rascasse (10, ave. de Madrid, tel.: 46.24.05.30). Founded in 1976, La Rascasse (means scorpion fish) is half the size of its competitor and its menu has half the choices. However, La Rascasse offers as many as a dozen plats du jour - Jarrasse has one depending on what the daily catch has brought to market. The lotte au thym and the coquilles St. Jacques are among the restaurant's most soughtafter main dishes. With your fish, try the chilled saumur champigny, a popular red wine

served in a traditional French bistro, try La Boutarde (4 rue Bourard, tel.: 47.45.34.55), just half a block north on the rue Boutard, "People come to have a nice meal," Netto said, "but they're also attracted by the friendly ambiance that my team creates." Here you will find the bouf grille, blanquette de veau, selle d'agnesu and the faux-filet Dijonnaise that are staples of French cooking.

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Tout au long de ces trois années d'études le corps professoral qui se caractérise par son aspect novateur sur le plan de la pédagogie et sa faculté d'adaptation aux besoins des entreprises apporte aux étudiants l'efficacité, l'expérience propres au milieu des affaires.

Communication et Actions publicitaires

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Owner Françoise Netto recommends the tarama. For regional French cui-

sine, cross the avenue Charles

de Gaulle to the northeast side of Neuilly. Le Chambord (17 rue Paul Chabrousse, rel.: 47.47.73.17) specializes in game from Quercy, the region along the western foothills of the Massif Central where chef. and owner Philippe Lempereur grew up. It is one of the few places in and around Paris where you can order a canard au sang. You'll also find pheasant and partridge and dove at Le Chambord. A fine list of hearty burgundies and bordeaux accompany the menu. Reservations are essential, for Le Chambord has only 60 seats and a large, loyal cli-

The same is true at Carpe Diem (10 rue de l'Eglise, tel.:



gather here because "the food

is good, not too expensive,

and we have the prettiest wait-

resses," owner Raphael De-

46.24.95.01), a restaurant with only ten tables clustered in one simple salon. Chef and owner Serge Coquoin offers game in season and fish dishes. "The style of the restaurant is a bit English," he said, "but the food is traditional French

country cooking." Six doors down on the same street, chef/owner Alain Albert oversees the operations at Le Manoir (4 rue de l'Eglise, tel.: 46.24.04.61) from behind a bank of stoves. Le Manoir offers a menu at 200 francs with wine included. "We provide our patrons with traditional French cooking," Albert said, "but because we have a lot of business people come here, we also try to keep our meals light."

Light is the last word in Madame Siegrist's vocabulary, the patronne at La Ferme de la Jatte on the Ile de la Grande l'atte (197 bd Bineau, tel.: 46.24.69.18). "We tried some of that lighter stuff," she said, "but we took it off the menu because we didn't like it." At La Fenne de la Jatte you will eat traditional dishes cooked with the care your grandmother would have taken had she been French. "We have a grill at lunch for 60 francs to accommodate the young secretaries who work around here but don't have the kind of money it takes to eat in a restaurant every day." The restaurant, which also has a 100franc menu, has been in the family since 1945.

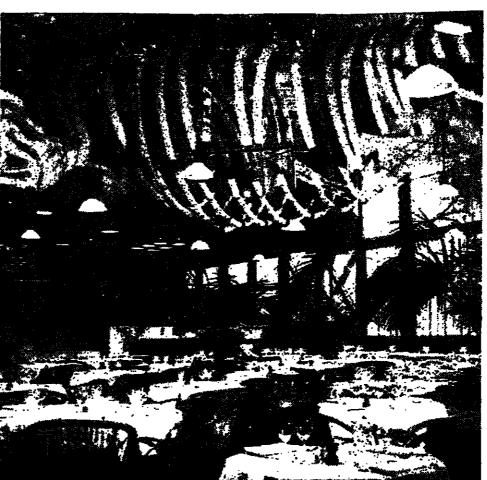
At the eastern end of the island, you'll find Le Petit Poucet (1 bd de Levallois prolongé, tel.: 47.38.61.85). The young and sporty like to

have a reputation for attracting a very à la mode clientele, but we're purting a lot of emphasis on our menu because we also want to be known 25 2 good restaurant," said Luc Peyronnel, one of Café La Jatte's owners. The bold print on the menu will tell you that the cafe's pastries are made by Le Nôtre and that for 800

cinema ser rakes over. "We

de bouchot and the escalope de saumon aux petits légumes were the most frequently recommended dishes. On the nights when Guivarch is in the mood, he'll sing and tell jokes. The Guinguette's intimacy and the joviality that Guivarch and his crew inspire make this the kind of place that the regulars want to keep

ADVERTISING SECTION



Café La Jatte, a restaurant to see and be seen in.

montremi said. Le Petit Poucet has a 90-franc menu and a wine list with only one "big" bottle on it. The average check comes to 160-170 francs

The Ferraris parked in front of the Café La Jatte (60 bd Vital Bouhot, tel.: 47.45.04.20 - just a hop, skip and a jump from the Petit Poucet) don't belong to its patrons, they and the 75-foot-long, styrofoam plesiosaur hanging over the tables in the Cafe's warehouse space form part of the decor. At lunch, its 250 seats are occupied by advertising execs from the area. For dinner, the francs vou can order an Hermès rable fireworks display.

La Guinguette de Neuilly (12 bd de Levallois, rel.: 46.24.25.04) is just a stone's throw from the front bumper of the Ferraris guarding the door at Caie La Jatte, but at the other end of the restaurant spectrum in terms of decor and ambiance. "People come here to take it easy and have a good time," said owner and manager Christian Guivarch According to La Guinguette's patrons, people also go there to eat well. The brioche à la moelle et au beurre de porto, the tagliatelle aux moules

L'Ile de la Grande Jatte offers more than just French restaurants. Chez Yau (217 bd Binezu, tel.: 46.24.02.38) produces Cantonese (as opposed to Szechuan, which is spicier) and Vietnamese dishes, such as crevettes joyeux, cuisses de grenouilles à la cantonnaise and crabe farci. In addition to seafood, the menu includes all the meat and chicken dishes that have become favorites to occidental palates. While waiting, Yau suggests tasting the Kuci Hua Chen Chien, an apéritif made of sorghum alcohol and flavored with bay leaves.

If you're in the mood for Italian food, Livio, at 6 me de Longchamp (tel.: 46.24.81.32) about 100 yards southwest of the avenue Charles de Ganile. has a menu that gives a fairly complete representation of Italian gastronomy. Anything that the restaurant doesn't provide can probably be made at home with ingredients: bought at Livio's Italian food market next door. Transparent plastic ceiling panels in the back dining rooms give Livio's clients the impression of dining out of doors even in the winter. The 125-franc menu includes a drink Livio is open every day of the week, so no craving for Italian cuisine need go unabated.

La Chevanchée (209 ter, ave. Charles de Gauile, tei.: 46.24.07.87) is a French restaurant with a Spanish soul. If you order the typically French items on the menu, you will be have a good meal, but you will have missed out on the kind of food that has built a devoted following for La Chevauchée. The paella valencienne and the zarzuela (2 Spanish bosiillabaine) are particular favorites of the owner, who comes from Aragon, the region around Barcelona. Their wine list includes many good bottles from the Rioja, such as the Marqués de Riscal and the Marqués de Murriera La Che vanchee also has a 125-franc , menu, but the wine is not

Right in the middle of Neuilly, just to the left of the International Herald Tribune building is Le Village (175 ave. Charles de Gaulle, tel.: 46.37.17.56). More than a favorice spot to unwind after a deadline, Le Village serves 2 variety of French dishes principally from the Auvergne in central France. Le Village, open every day of the year, features confu de canard, pave de rumsteack au roquefort, salade du Périgord (duck gizzards on 2 bed of salade frisie) and 2 special wine called Marcillac. from the patron's hometown of

— Aubéry de France



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EUILLY has charted a new planet. Alain Papiernik and his crew from the Aviatic Club in the Marais are at the controls of Planet (6 rue du Commandant Pilot tel.: 46.40.08.88), the latest celestial body in the capital's culinary constellation.

Architects Patrice Dangel and Fabrice Angelo Santo, surely a match made in beaven, have transformed a '20s auction house and dance hall into a '50s American diner, or dinner hall as it's being called by the management. Aquamarine, pink and bleached green are the basic colors of this 600square-foot, split-level idealization of the eatery that became part of the teenage vocabulary in America 30 years ago. Swooping curves

and jutting angles recall the drinks, any one of a rainbow fins of classic Cadillac models. Nothing here was left to

chance. The furnishings were chosen in Canada by a set designer for French film director Claude Lelouch. "People also want a show, a spectacle when they go out to eat," Papiernik said. "We're going to give them a good meal, but also the kind of decor that they'll remember three days after they've walked out the door."

Planet offers typical American food like T-bone steaks, bagels and cheesecake baked by the Marriott Hotel chain's pastry chef. You can also find more exoric regional dishes on the menu, such as grilled salmon in honey and cajun steak tartar. The bar mixes, from an inexhaustible list of

assortment of fresh fruit cocktails with or without booze. Brunch, however, is not the usual pancakes and bacon à l'americaine because, according to Papiemik, "every place in Paris does that." Planet promises an English Sunday brunch with scones and eggs benedict.

Should you wish to work up an appetite, drop downstairs to the driving range and grab a club. The miniature range came with the space when the people from Planet bought it. They decided to keep it and make it a part of the restaurant, a wise choice considering the increasing popularity of golf in France.

The drive-in diner opens at 10 in the morning and closes at 2 the following day. Your

meal won't be rushed out to you by a waitress on roller. skates, but you can drop your keys off with a Planer valer and have him solve the park-

ing problem for you. Planet seats 100 in the main dining room and the balcony, but if you can't find a table immediately, pull up to the 14-meter-long bar while you wait, there's sure to be room. A mosaic of blue glass fragments imported from Italy decorates the bar, and the standing area in front of it is a raised platform in a wave partern. You no longer need to roll your eyes toward the sky the next time someone suggests eating at one of the same old places. Reset your gastronomic coordinates on Planet and take off for Neuilly.

Aubéry de France

nr randstad france

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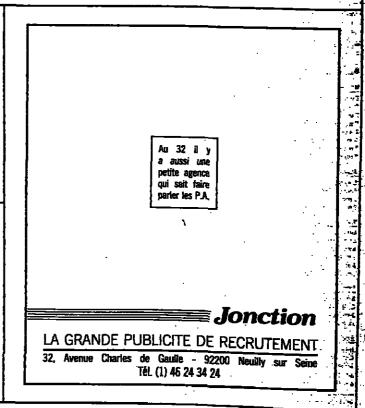
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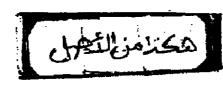
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ECONOMIC SCENE

Facing Up to the Reality Of the Record Trade Gap

By LEONARD SILK New York Times Service

EW YORK - The White House tried to put the best face possible on the newly released trade data for October, suggesting that one should not pay too much attention to numbers that probably would be revised later. This sounded like the small boy's plea to Shoeless Joe Jackson, implicated in the Black Sox baseball bribery scandal: "Say it ain't so, Joe."

"Say it ain't so, Joe."

But, alas, it was so, and it is so, give or take a few dollars. October's \$17.6 billion deficit appears to be the biggest monthly trade deficit on record. Imports were the highest ever — \$39.4 billion, up less than \$1 billion. September. Exports were \$21.8 billion, up less than \$1 billion.

For the first 10 months of 1987 the trade gap ran at an annual rate of \$175 billion, well above last year's \$152 billion.

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The state of

poorer,' says Wall The news knocked the dolar down to postwar lows Thursday of 1.6325 against Street's 'Dr. Doom' the Deutsche mark and 129.05

against the Japanese yen. In February 1985 the dollar was worth 3.47 DM and 263 yen, so its value against these currencies has

"Much of our economic headache stems from the monstrous flecline of the dollar," said Albert M. Wojnilower, the chief economist of First Boston Corp., before the figures were issued. He said it was not surprising that in the last three years, while the dollar was falling, the trade deficit had widened by about 40 percent. The trade deficit now equals about 4 percent of the gross hational product

Disappointing trade statistics for August helped trigger the stock decline in mid-October, leading to the Dow's 508-point plunge on Oct. 19. Yesterday the stock market, after a brief drop, recovered but then fell again, closing with a loss of 47.08 points. Economists rationalized its relative resistance to the trade news by saying the market couldn't "get killed again." But the bond market and the dollar were jolted downward by the worsened

R. WOJNILOWER contends that the trade deficit and the burden it puts on securities markets "can be alleviated only by curtailing our domestic resource use." This means, as he sees it, that U.S. governmental use of labor and industry, personal consumption and business investment will have to stop growing, possibly for several years. Such a halt to growth, he warns, carries a "significant risk of recession — even in a presidential election year.

The United States has been consuming more than it produces, covering the difference with imports and financing the imports with foreign debt. At the rate the nation's external debt, is growing, it could reach \$1 trillion by 1990, equal to the foreign debts of all other countries. The U.S. foreign debt cannot pile up indefinitely without increasing dangers of inflation, climbing interest rates, economic slump and more troubles in the securities

markets — and new phinges in the dollar.

"To force us to reduce our domestic demand, and thereby our trade deficit, we are going to have to become poorer," Mr. Wojnilower said. Stock and dollar declines, he added, "are simply the ways in which this inexorable reality is asserting itself."

The task of bringing down domestic consumption and the trade deficit will be achieved one way or another, like it or not. The falling dollar and securities markets are one way; so far, he says, their combined effect in curbing domestic demand has been relatively minor. After the trillion-dollar collapse of the stock market in October, John Reed, chairman of Citicorp, asked, "Where's the blood?" But Mr. Wojnilower now asks, "Who is to say how much deeper these declines may extend?"

Other paths to the "unavoidable impoverishment" of Ameri-

See SCENE, Page 21

Currency Rates

\$ \$ D.M. F.F. 11_L Gidr. B.F. \$.F. 18_1 1265 2.371 1.127 2.3713 2.128* — \$.572 \$.F. 1.275 2.371 2.128* — \$.572 \$.L.275 2.371 2.128* — \$.572 \$.L.275 2.370 \$.

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Interest Rates

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Asian Dellar Deposits

U.S. Money Market Funds

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Luxembourg, Paris and Landon official fix-ings; Hong Kong and Zurich opening and closing prices, New York spot market close. All prices in U.S. Sper ounce.

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Key Money Rates Dec 17

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| Discount rum
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| Federal funds
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| 3-month CD's

69-day 90-day 1,8350 1,8342

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Producer Prices In U.S. Steady, Retail Sales Up

November Data Good News For Markets, Analysts Say

WASHINGTON — The Producer Price Index, usually the harbinger of future U.S. consumer prices, was unchanged from October to November, while retail sales rose a modest 0.2 percent, the government reported

The report by the Labor Department on wholesale prices, as measured by the price index, suggested that inflation would continue to be moderate. The index, adjusted for seasonal variations, had fallen 0.2 percent in

The encouraging report on prices was expected to be good news for the financial markets as they tried to recover from a battering Thursday after the record U.S. trade deficit for October was announced.

The Commerce Department's report on retail sales indicated that the Christmas selling season was off to a slow start, but economists said the report was the clearest indication yet that consumers had not cut their spending drastically immediately after October's stock market

The weakest sales were in the automotive and furniture sectors, the department said. If cars were excluded, total retail sales rose 0.4 percent in November, the government said.

The rise in retail sales and the unchanged producer price figure "show we are in a no-boom, no-bust econo-" an analyst said.

Modest increases in food prices were offset by declines in energy goods prices, which fell for the third consecutive month, the Labor Department said. Wholesale prices last month were 2.5 percent above the level in

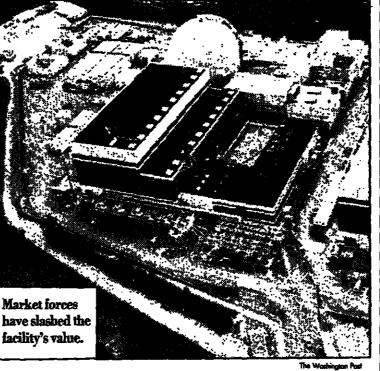
Wholesale consumer food prices rose 0.3 percent dur-ing the month, but that gain was offset by a 0.2 percent drop in all other consumer products, the government

Prices of finished durable consumer goods — those expected to last three or more years — fell for the second consecutive month, dropping 0.1 percent. Prices of non-durable consumer goods fell 0.2 percent.

The government index has not climbed more than 0.3 percent on a month-to-month basis since April, when it limbed 0.5 percent. Advance estimates of retail sales were \$125.9 billion

compared with a revised \$125.6 billion in October, when sales fell 0.9 percent. The Commerce Department origi-See ECONOMY, Page 19

Not Unless Oil Goes to \$130 Will This Plant Make Sense



Aerial view of the Seabrook nuclear power plant in New Hampshire.

By Matthew L Wald New York Times Service

BOSTON - When the Seabrook nuclear plant was conceived, it was intended to be competitive with oil at \$12 a. barrel. Now that Seabrook is finished, it could still save consumers money — if oil were to rise above an improbable \$130 a barrel.

That calculation comes from a prominent energy analyst not connected with Public Service Co. of New Hampshire, Seabrook's biggest owner. A similar conclusion is implicit in the strategy of creditors planning to carve up the nearly bankrupt utility. They have put the plant very low on the list of the assets they want to inherit.

Indeed, the New Hampshire project stands as a monument to how inefficient construction of nuclear power plants

can become. One of the few nuclear plants that would displace oil - as opposed to coal, the prime fuel for makng electricity in the United States -Scabrook was supposed to cost \$1 billion, for a twin-reactor plant, and be competitive with oil at \$12 a barrel. Now Seabrook's price exceeds \$5 billion, for a single reactor.

As oil rose to \$34 a barrel, the early cost overruns seemed forgivable. But now Seabrook's value has been severely diminished by the realization that mar-ket forces will not allow oil to stay in that range, at least not soon.

The Seabrook plant, conceived in the

early 1970s, was delayed for years by construction problems and political and environmental opposition. It is now complete but not yet licensed, mainly

See SEABROOK, Page 19

Arco Buys Stake In Britoil in Bid To Head Off BP

By Warren Getler

LONDON — Atlantic Richfield Co. moved Friday to take a sub-stantial minority interest in Britoil

ter the close of trading here that it had acquired 7.7 percent of Britoil 101 pence at Thursday's close. at 350 pence per share in a pur-chase worth £135 million (\$247 worth £525 million, through fur- action on the bid. ther purchases at the same price. The large U.S. conglomerate said

more than 49.9 percent through an

assets-for-equity swap.

Earlier this week, British Petroleum, the world's third-largest oil

company, bought 14.9 percent of
sidered a takeover target," a Lon-Britoil. On Friday, following the don oil analyst said. Arco announcement, British Petroleum said it planned to buy more shares in Britoil at prices above 350 pence in a drive to take its total

holding to 29.9 percent.
In another development, Britoil said it had been informed by the British government's panel on takeovers that Arco has been agreed not to purchase Britoil shares until "outstanding matters are resolved." A spokesman for the panel declined to elaborate said a clarifying statement would

maintains a so-called golden share payment in cash, would be includthat enables it to veto any unwanted takeover bid, accounts for 7 per-could be filed in U.S. Bankruptcy cent of North Sea oil production, Court next week, according to the compared to 20 percent for British spokesman, Robert Harper.
Petroleum. It produces about 60 The plan also would have

quoted at 352 pence late Friday.

percent shareholder," said David any deal." very rapidly arranged agreement, up on Wall Street. Texaco closed up \$3.50 at \$235.50 and Pennzoil in detail. The question now is what rose \$6.75 to \$79.75.

of Britoil shares, leaving Arco with held against it by Pennzoil. a maximum 49.9 percent of the enlarged Britoil equity.

Peter Nichol, an oil analyst with Chase Manhattan Securities in London, said, "This play by Arco is interesting politically. That Britoil has turned to an American company to fight off BP runs against the original logic of the golden share, which was to prevent foreign domination of North Sea assets."

nation of North Sea assets.

Mr. Nichol said the flurry of activity in the shares of leading British oil and gas exploration companies this week reflects a plan that included a settlement, be would drop that exclusivity periodes to let Texaco shareholdstrengthening perception in the industry that "it's cheaper buying oil in the ground through outright acquisitions than going out exploring for oil on your own."

Let Express learnest company

pence per share for Tricentrol after plan as well.

it launched a "dawn raid" early Friday in the stock market. Elf said it had raised its stake in Co. moved Friday to take a sub-stantial minority interest in Britoil pl.C to help the smaller oil compa-ny protect itself from British Briton PLC to help the smaller oil company protect itself from British Petroseum Co.

Aroo announced late Friday afgroup. Tricentrol's share price ter the close of trading here that it soared Friday to 159 pence from

Analysts said Elf would have to chase worth £135 million (\$247 sweeten its offer, following a state-million). Arco said it planned to ment by Tricentrol's board that it increase that stake to 29.9 percent, had urged shareholders to take no, morth £535 million thank for The analysis noted, however,

The large U.S. conglomerate said that the government would be it had agreed in principle with Britoil to later increase its stake to no since Elf has been a committed investor in North Sea oil and gas

Agreement

NEW YORK - Pennzoil Co. and a committee representing Tex-Earlier, France's state-owned oil aco Inc. shareholders have agreed group Societé Nationale Elf Aquion a \$3 billion settlement proposal tane said it had made a £134.7 aimed at resolving the legal fight million (\$240 million) cash offer between the two oil companies and for Tricentrol PLC, which has extensive North Sea oil and gas re-reorganization, a Pennzoil spokesman said Friday.

Britoil, in which the government The settlement, which calls for

Petroleum. It produces about 60
million barrels of crude a year.
Britoil shares, soaring from
Thursday's close of 294 peace, were

The plan also would have to be approved by Texaco creditors before it could be submitted to the court.

A representative of Texaco's The deal with Arco "is clearly a creditors committee said the group shut-out move aimed at excluding was "optimistic about a final ac-British Petroleum and leaving Bri-cord but it's hardly a fait accomplitoil independent, but with a 49.9 At this moment we're not part of

Capel & Co. "This is obviously a drove the stock of both companies

Texaco filed for protection from The agreement, according to a its creditors under Chapter 11 of statement by Arco, involves Brithe federal bankruptcy code in toil's acquiring all or most of Ar- April to avoid having to post what co's oil and gas assets outside it considered a potentially ruinous North America in exchange for the issue of an undetermined number \$10.3 billion damage judgment

> The judgment stemmed from a November 1985 ruling by a Houston jury that Texaco had improperly interfered in a merger between Pennzoil and Getty Oil Co. and had acquired Getty itself. Earlier this month, U.S. Bank-

ruptcy Court Judge Howard Schwartzberg gave Texaco 40 days to come up with its own reorganiza-

Elf, France's largest company, saying Texaco's shareholder com-announced its cash offer of 145 mittee would have to agree on the pence per share for Tricentrol after plan as well. (AP, Reuers)

Offshore rigs mothballed since world oil prices collapsed last year

BONN —West Germany's trou-bled coal industry plans annual production cuts of up to 18 percent ploys with a loss of about 30,000 jobs by 1995 under an agreement reached Friday by government, industry and union representatives.

Economics Minister Martin Bangemann, who led the govern-ment delegation in the latest round of talks on restructuring the industry, said that coal output would be reduced by between 13 million and 15 million tons.

"This means a reduction of about 30,000 jobs. Those out of work will be protected by social security." Mr. Bangemann said. He said the job reductions would

High Tacky

Those cabboge Porch dolls that shoppers were fighting for a few Christmases ago are back with robotic faces and chips that communicate so that two of them will talk and sing to each other. The stack is tracting at 12 each other. The stack is trading at 12 cents per dollar of sales — down from \$65 to \$4½ because investors fear the crash will hurt toy sales. Write, phone or telex for complimentary reports on such bargains.

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Terremelians Malarra, Smith Telephone 34-52-389609 - Telex 79423.

be spread across the eight-year pe-The coal industry currently em-ploys about 160,000 people.

Mr. Bangemann, a centrist Free Democrat at the forefront of efforts to scale back state subsidies to decaying heavy industries, said the production rollback "was necessi-tated by declining deliveries." Taking part in the talks were

representatives of two coal-producing states, North Rhine-Westphalia and Saarland; the industry's union. Bergbau und Energie; and the em-ployers' association.

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Computer Fault Blamed For U.K. Inflation Error

It reported that retail prices rose at an annual rate of 4.1 percent in November, compared with the 4.5 percent yearly rate reported in Oc-

But the discovery of the computer error prevented the scheduled release Friday of the price index, the department said. It said a revised breakdown would be released sometime next week.

Yes 1.4284 8.3664 1.271 * 236,60 9.383 128,35 4,314 *

1.0363 *

Employment Secretary Norman Fowler hailed November's annual inflation rate as a "welcome drop" in inflationary pressure from Octo-ber. But he added that while the figure for November was correct, the rate for October was a slight underestimate.

Some government benefits are linked to the inflation rate and increased annually Unofficial esti-mates put the British government's savings because of the mistake at about £100 million (about \$183

Currency Per's Currency Per's Currency Per's Currency Per's Argen, austral 4.20 Fin. maridin 4.01 Mez. peso 2345.00 S. Afr. road 1.9646 Mez. peso 2345.00 Mez. peso 2345.00 Mez. peso 2345.00 Mez. peso 2345.00 Mez. peso 24706 Mez. peso 24 That would mean that the 9.5 rounded off to the nearest one-million in Britain drawing retire-tenth of a percentage point anyway

LONDON — A computer programming error has led to Britain's annual inflation rate being understated by up to 0.1 percent in monthly reports since February of Employ-

Mr. Fowler said that from February 1986 until January 1987, there was a regular understatement of about 0.06 percent in each monthly change in prices relative to the base month, which was January

The index was this year rebased to January 1987. From February 1987, as the faulty program was applied to a wider range of items, the understatement relative to Jan-uary 1987 was about 0.09 percent. The department said that 130,000 prices are collected each

month and analyzed in a complex set of calculations. The index has been calculated by computer methods since February 1986. Monitoring of the system re-vealed that the programming mistake originally was made in 1985, in detailed calculations for certain

items, the department said. Officials said earlier figures

would not be revised, as they were rounded off to the nearest onement pensions, the largest group and the difference would be miniaffected, could expect a windfall mal. (Reuters, AFP)

Taiwan Dollar Obeys as U.S. **Tries to Tame Trading Tigers**

HONG KONG — Renewed four nations has grown more than U.S. charges of unfair trade practices. Sevenfold since 1980, to \$28.8 biltices against Asia's four trading ti- lion in 1986. gers — South Korea, Taiwan, Hong Kong and Singapore — pro-duced movement by one of the most ferocious on Friday.

central bank halted intervention. "The central bank has clearly been given a message it can't ig-nore," one Taiwanese banker said. The central bank was changing course after purchasing about \$3 billion in U.S. dollars over three

days to slow the Taiwan dollar's The United States has accused the four newly industrialized countries of contributing to the slow turnsround in the U.S. trade deficit

by not letting their currencies ap-preciate rapidly enough. Commerce Secretary C. William Verity said on Thursday after announcement of the record U.S. October trade deficit of \$17.63 billion, The failure of those countries to permit the exchange rate of their currencies to appreciate is a major cause of the problem."

He echoed charges by David C. the U.S. dollar regardless of Mulford, an assistant U.S. Treapressure from the outside. particularly criticized Taiwan and

Washington's trade gap with the

The U.S. trade deficit with South Korea widened to \$1.02 billion in October from \$813 million in September, while the deficit with Tai-In Taiwan, the local dollar posted a record 9 cent rise to 29.02 against the U.S. currency as the central bank halted intervention.

rising to more than \$16 billion this year, the biggest surplus of the four countries, from \$13.6 billion in 1986. Officials at the South Korean Trade Ministry say that Seoul's trade surplus with the United States is expected to reach \$9 billion, against \$7,4 billion last year.

One official in Seoul said, "South Korea made every effort to reduce the trade surplus with Washington by cutting tariffs and sending buying missions this year to the United States."

cost, high-risk harsh environments where if you make a single mistake lives can be in jeopardy." He said

Hong Kong and Singapore re-main unmoved by the U.S. pres-

David Nendick, Hong Kong's we've monetary affairs secretary, said, floor." "We certainly are not changing the link" of 7.80 Hong Kong dollars to industry, which generates about the U.S. dollar regardless of any \$40 billion in annual revenues, is

sury secretary, who in November Singapore's finance minister, accused the four of being tigers—Richard Hu, recently said, "There "strong, ferocious traders"—and is little truth in the notion that Singapore has maintained an undervalued exchange rate."

provide that the contract of t



OPEC DISPUTE - Iran's oil minister, Gholam Reza Aghazadeh, at the cartel's Vienna meeting. OPEC put off a tull session until Saturday to allow discussion of the dispute hetween Iran and other members on pricing and output.

Oil, Aerospace Converge In Uses of Technology

An Offshore Rig as a Rocket Launcher

HOUSTON — The oil business has hit on what looks like a lucrative sideline in selling the technology it developed to drill in the seabed to the aerospace industry.

Robotic vehicles self-proposited world oil prices collegeed by the service of the

Robotic vehicles, self-propelled diving suits and drilling tools used some 2,000 feet (660 meters) under-water can be converted for use by the U.S. space program, experts say. Modified offshore rigs may even be used to launch a new generation of rockets.

The extra sales could help some oil field companies survive in an era of weaker oil prices and fewer drilling projects. There are more similarities be-tween subsea oil drilling and aero-

space projects than differences."

said Dick Frisbie, president of the engineering subsidiary of Oceaneering International Inc.
The Houston-based company is a leader in developing remotely operated vehicles and self-propelled diving suits.

Mr. Frisbie said that deep water and outer space were both "highwhere if you make a single mistake lives can be in jeopardy." He said that work done by the National Aeronautics and Space Adminis-tration, the U.S. space agency, "is in many cases identical to what we've already done on the ocean

likely to add more than \$500 miltant with Arthur D. Little.

Products with potential for the

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may find a new use by the U.S. Air

Force, which is exploring the possi-

bility of using modified rigs to

Meanwhile, Oceaneering, is compening for a European Space

Agency contract to provide robot-

ics for the agency's module that will be installed on the U.S. space sta-

U.S. contract to study maintenance and repair of the planned multi-billion dollar space station over its

And it is also in the running for a

Many routine tasks could be

done by remotely operated vehicles that are used to help install drilling

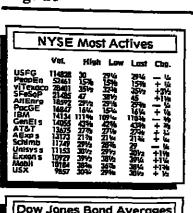
equipment on the ocean floor, Mr.

Frisbie said. The vehicles perform

tasks such as tightening bolts and

launch rockets.

30-year life.



Dow Jones Bond Averages 85.74 85.61 86.24

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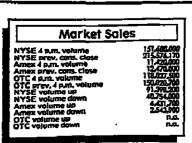
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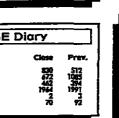
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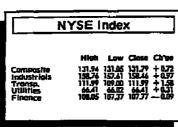
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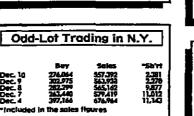
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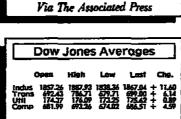


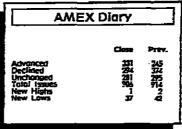


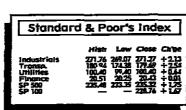


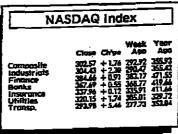


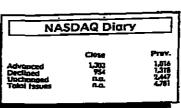












Wishing You A Blue White Christmas

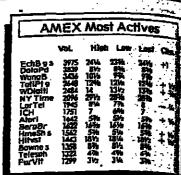
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NYSE Up in Moderate Trading

Stock Exchange posted small gains Friday in moderate trading after a late rally ended a

The Dow Jones industrial average, which fell 47.08 Thursday, gained back 11.60 points Friday to end at 1,867.04.

The blue-chip index had been ahead more than 30 points during the morning and was up by more than 10 as late as noon. It then spent most of the afternoon hovering around the break-even point before moving up in the final

Advances led declines Friday by a 13-12 ratio. Volume was about 151 million shares,

down from 189 million Thursday.

Broad-market indexes rose. The New York
Stock Exchange index gained 0.72 to 131.79.
The price of an average share gained 16 cents. Traders and analysts said Friday's directioness trading reflected uncertainty throughout the market.

"It's drifting toward stability after losses" on Thursday, said Chester Pado, director of technical research with Jefferies & Co. in Los Angeles. "This market has a mind of its own," said

Tom Gallagher, managing director in charge of capital commitment at Oppenheimer & Co.

"A lot of traders are extremely nervous," he said. "Once a rally stops they quickly sell, and then when the decline stops they step back in to buy. Anybody that says they can predict what this market will do it crazy."

was encouraged by the market's advance in the face of lower stock prices overseas and contin-

Sis. Close
Div. Yid, PE 100s High Low Quat. Chips

26% 14% 20% 13% 14% 61% 10%

ued weakening of the dollar in foreign currency

Janney Montgomery Scott Inc. in Philadelphia, said there was some selling of U.S. equities by foreign investors on the opening, but it quickly

Ms. Latimer said stock prices got support from portfolio managers looking to reduce cash levels before the end of the year.

"They do need to do some more buying if the market continues to trend up," she said. Mr. Andrews said retail investors were doing was eased by institutional buying as portfolio

before year-end.

The Commerce Department said retail sales acreased 0.2 percent to a seasonally adjusted

ere unchanged in November. The retail sales increase matched economists' expectations while the producer price figure

USF&G was the most active NYSE-listed issue, adding % to 29%. It was followed by Peoples Energy, up 1/4 to

Texaco, third on the actives list, jumped 31/4

2 Month High Low Shock

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewher

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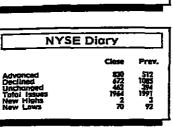
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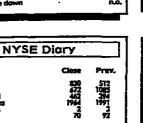
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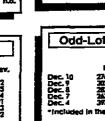
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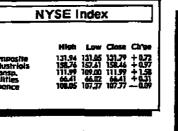
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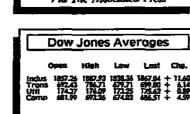
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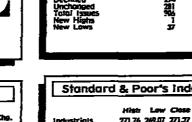


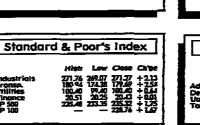


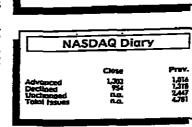


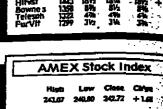












directionless day and brought the week to a close on a modestly cheerful note.

hour of trading.

For the week the Dow gained 100.30 points.

or 5.7 percent.

this market will do is crazy."

Trude Latimer of Josephthal & Co. said she

.% 4.64 1.56 4.00 2.70 2.71 1.88

2 Month Eigh Low Stock

NEW YORK — Prices on the New York trading.

cock Exchange posted small gains Friday in Jim Andrews, head of institutional trading at

some selling for tax purposes, but that pressure managers sought to put cash into the market

"There's no trend at all here," he said.
Investors had largely discounted economic data released before the market opened, most

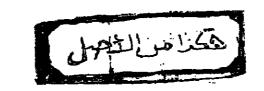
market watchers said. \$125.86 billion, while the Labor Department reported that producer prices of finished goods

exceeded them.

Traders said there was little evidence Friday of computer-driven trading programs, which had accentuated volatility throughout the previous session and were largely responsible for a 25-point loss in the final half-hour.

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10 | 17/4 | 23% | 27% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23%

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BUSINESS ROUNDUP

Sears PLC Makes Bid for Freemans

(about \$788 million) in cash for Freemans PLC, a mail order group. Sears, which is offering 285 pence for each Freemans share, said it had already acquired a 10.06 percent holding in Freemans.

percent nolding in Freemans.
There were massive purchases of Freemans stock as the London Stock Exchange and Freemans. Stock Exchange opened Friday morning. Sears did not say whether its holding was acquired in a "dawn

Freemans was the day's top percentage gainer on the exchange, filed by women who said they were jumping 134 pence to 299 after the injured by the Dalkon Shield contraceptive device.

Sears was down 3 pence. The Sears was down 5 pence. The company said Thursday that filed against the pharmaceutical the luxury store Harrods, had they became infertile or suffered they became infertile or suffered to they became infertile or suffered to they became infertile or suffered to the content infertile or suffered to the content infertile or suffered to the content infertile or a result of the luxury store Harrods, had boosted its holding in Sears to 10 percent by buying the 8.2 percent stake held by Bell Group Ltd. of

LONDON — Sears PLC, the Maitland Smith, described his British retail stores group, said Friday it was offering £430 million "a full and generous one." He said (about \$788 million) in Cash for company's offer for Freemans as "a full and generous one." He said he hoped that Freemans's board would recommend it to its share-

A rival mail order group, Great

RICHMOND, Virginia - Judge Robert Merhige Jr. ordered Friday that \$2.5 billion be set aside by A.H. Robins Co. to settle claims

other serious injuries as a result of using the intrauterine device.

far paid \$530 million on Dalkon Shield claims. The company's reor-ganization plan envisioned paying Following the lawsuits, Robins \$1.75 billion more.

BMW Sets Up Special Division To Invest in Technology Firms

MUNICH — Bayerische Motoren Werke AG is diversifying by
buying into technology firms and
has set up a special division responsible for the purchases, a company dustrial concern after buying

purchase of minority stakes in Domier GmbH.

small firms, to avoid burdening it— Eberhard von Kuenheim,

ning. Analysts said it had a budget million DM in the last four years of up to 2 billion Deutsche marks on buying minority stakes in vari-(\$1.2 billion), but Mr. Roegner de- ous companies. clined comment on that report.

ing to diversification as a hedge company; 30 percent of Loewe and marketing of special products, against a decline in car sales. For Opta GmbH, a communications

Mr. Roegner said BMW wanted against a decline in car sales. For Upta Umbh, a communications example, BMW has experienced technology firm; 25 percent of Bellower sales in the United States land AG, a Swiss chemical compabecause of the dollar's fall against by, and 40 percent of Cisigraph software for BMW.

the DM and the stock market

spokesman said Friday.

The spokesman, Harry Roegner, said that BMW was moving cautiously and restricting itself to the

self with the problems of other BMW's managing board chairman. said, "We are moving more careful-However, he did not exclude the ly and softly than others." He said possibility of BMW making bigger BMW was only considering firms whose operations it fully under-

Analysis say BMW, like other percent interest in Softlab Miln- auto technology and, in the long automobile manufacturers, is look- chen GmbH, a computer software term, in the possible development

purchases in the future.

A new division dealing with purchases is led by Wolfgang Aurich, the former head of company plan
whose operations it fully understood and whose future it could evaluate.

BMW has said it spent about 150 BMW has said it spent about 150



began reorganizing in 1985 under Chapter 11 of the U.S. Bankruptcy

In August, Robins and Rorer Group Inc. signed a merger agree-

ment that required approval by the

bankruptcy court. Judge Merhige had required that the two compa-

nies work out a plan for settling the

Robins and its insurer have so

Eberhard von Kuenheim

AG, a French computer concern. Mr. Kuenheim said that in the It's purchases have included a 10 short term, BMW was interested in Mr. Roegner said BMW wanted

Hill Samuel Universal Stores PLC, has a 10 To Sell Wood percent stake in Freemans. Sears's retailing interests include fashion and footwear stores and the Selfridges store in London. It also owns William Hill Organization PLC, an off-track betting of-

To NatWest LONDON -- County NatWest

Securities Ltd., the investment banking unit of National Westminster Bank PLC, said Friday it would buy the stockbrokerage Wood, Mackenzie & Co. from Hill Samuel Group PLC for an undisclosed sum. It said that Wood Mackenzie's

private client business would re-main with Hill Samuel, the merchant bank that was recently acquired by TSB Group PLC for £777 million (\$1.43 billion).

John Chiene, chairman of Wood, Mackenzie, is to replace Philip Rimell as chairman of County

"This merger ends a period of major uncertainty for our staff," Mr. Chiene said. TSB, announcing its purchase of Hill Samuel in early October, said Wood, Mackenzie vould be sold.

Market sources then projected the sale price at £50 million to £60 million. But they believe the final price could have been half that amount, given the collapse of stock

market prices since the accord. They said that Wood, Mackenzie had negotiated with several bidders and had been close to an agreement with Morgan Guaranty Trust Co., but that the American investment bank backed out at the last minute.

Bear Is Suing Jardine Jardine Strategic Holdings Ltd. said Friday it would defend in court its decision to terminate its offer for a 20 percent stake in the New York brokerage Bear Stearns

Bear Steams said Thursday it was suing the Hong Kong brokerage. The two companies had completed an agreement on Sept. 30 for the purchase of the Bear Stearns stake at \$23 a share, an offer valued at \$390 million.

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Jardine pulled out of the accord on Oct. 23 after Bear Stearns's share price dropped to \$12.50. Shares of Bear Steams closed Friday at \$9.75, down 12.5 cents, on the New York Stock Exchange.

GM, Toyota to Produce Jointly in Australia

MELBOURNE - General Mo- the two companies. tors Corp. of the United States and Toyota Motor Corp. of Japan, the each control 50 percent of the new world's largest automakers and venture, which in turn would conventure, which in turn would conventure. fierce competitors, said Friday they would join Torces in Australia. Ltd. the Japanese company's local Spokesmen for the companies

said they would jointly manufac-ture several models as the first mafor step in a restructioning ated by the government.

the number of models built locally produce up to 170,000 vehicles anto be halved to six, and the six existing manufacturers to merge into three companies.

GM's Australian chairman, Chuck Chapman, denied that the venture was a "shotgun wedding." conceived under pressure of immi-

of three cars, two from Toyota and hibited under British regulations.

nent circumstances.

one from GM, in plants owned by

By 1990, GM and Toyota would unit, and GM's unit, Holden's Mo-

tralian managing director, Noboru By 1990 the government wants Itaya, said the joint venture would

> SAS Is Upheld on BCal Bid Requers

LONDON - Britain's Civil Aviation Authority said Friday it "This has taken two years of very had approved the partial offer by deliberate negotiation," he said. "A Scandinavian Airline System for a shotgun wedding is very hastily 26 percent stake in British Caledonian Group PLC. A spokesman for under the initial stages of the SAS offer would not turn British joint venture, the new company Caledonian into a foreign-owned would coordinate the manufacture airline, which would have been pro-

share of the Australian market. John Button, the Australian trade and industry minister who conceived the restructuring plan, praised the merger as a major step toward making the country's motor

The plan imposes tariffs and incentives to ensure com The Australian car industry, pro

industry internationally competi-

tected by tariff barriers since the 1940s, has been exposed to increased competition from imported cars and hit by depreciation of the Australian dollar. Sales of new vehicles slumped by

33 percent to 407,000 in the fiscal year ended in June, according to industry statistics.

GM spent more than 700 million Australian dollars (about \$490 million) last year bailing out Holden's, after four years of heavy losses, Excluded from the joint venture are commercial vehicles and some imported vehicles, along with

Holden's engine division.

Japan Firm Cuts Wire Service Fees Agence France-Presse

TOKYO — Kokusai Den-shin Denwa Co. said Friday it would cut international wire service rates by an average of 22 percent next month.

A spokesman for KDD, pan's international telecommunications market, attributed the cuts to expanding sales after earlier rate reductions. Observers said however, that the rate cuts were linked to plans by two rival groups to enter the market in April 1988.

The two groups are Interna-tional Digital Communications Planning Inc., which includes Cable & Wireless PLC of Britain and Pacific Telesis Group of the United States; and International Telecom Japan Inc., which includes Mitsubishi, Mitsui and Sumitomo of Japan.

ECONOMY: U.S. Index Steady

(Continued from first finance page) nally estimated a 0.1 percent drop vember period this year decreased in October. Sales also dipped by a 1 percent from the previous three sharp 1.7 percent in September. All months, the department said. figures were adjusted for seasonal variations.

cent since November 1986, the department said.

as a key month for making profits. U.S. stores, retailers said Thursday, Sales last month were 3.4 percent. The New York Times reported. above November 1986, when they totaled \$121.7 billion. Sales from larly strong said Michael Bozic. November 1985 to November 1986 chairman of the merchandising were up 4.5 percent. In November group of Sears, Roebuck & Co.

1986, retail sales rose 4.5 percent to "And that makes us optimistic for a \$121.7 billion.

In the first 11 months of 1987, sales were up 3.9 percent, compared with 5.1 percent over the comparable period last year.

Total sales in the September-No-

Retail sales have risen 3.4 per- Holiday Sales Pick Up

After a sluggish start, sales for the first 10 days of the Christmas Retailers depend on November shopping season picked up in many

> good holiday season." Joseph E. Antonini, chairman of K. mart Corp., reported that 10-day sales were up between 8 and 9 percent over the comparable 1986 period.

(UPI, Reuters)

the Stockholm Stock Exchange unanimously urged the government Friday to exempt foreign investors from a 1 percent transaction tax on

New York.

Lifting of Tax for Foreigners

By Juris Kaza
Special to the Herold Tribune

solid he said

holm adds 2 percent to every transaction before broker's fees are additional action before broker's fees a

ed, he said. STOCKHOLM - The board of Leif Vindevaag, head of research at the exchange, said that a study by a Swedish business magazine in

Stockholm Exchange Seeks

share trading in Stockholm. The tax, introduced in July 1986, has been called a major factor in the shift of trading in so-called free Swedish shares to London and

The stock exchange's president, Bengt Ryden, said it was three to five times more expensive to trade shares in Stockholm than in London or New York.

holm adds 2 percent to every transaction before broker's fees are add-

September showed that up to 85 percent of trading in free shares of live major Swedish corporations took place outside Stockholm. Brian Knox, a senior trader and specialist in Scandinavian shares at

London's Kleinwort, Grieveson Ltd., said that trading in major Swedish securities appeared to have permanently shifted to large international markets.
"I don't know if an awful lot of

business would go back to Stock-The 1 percent charge on the sale holm" if foreign investors were exand purchase of shares in Stock-empted from the tax, he said.

SEABROOK: Project Shows How Inefficient Nuclear Plant Outlays Can Be

the area around the site, which is on the coast two miles (three kilometers) north of the Massachusetts border, could be evacuated in the

event of an emergency.

Public Service, which initially managed construction of the plant in addition to owning the largest share, has defaulted on interest payments on unsecured debt and has been negotiating with its creditors for months on a restructuring

This week, the Midlantic National Bank, trustee of the utility's 171/2-percent debentures due in 2004, gave it another push toward bankruptcy by declaring the entire principal of \$425 million due and payable immediately because of nonpayment of interest on Oct. 15. The reactor's value has certainly

SAFIRE

IN THE IHT EVERY MONDAY — IN DEFENSE OF THE BNGLISH LANGUAGE AND ITS PROPER USAGE

not been helped by the unpopularity of nuclear power. Neighbors are so opposed that they have refused to cooperate with emergency planning, raising the strong possibility that the plant could not be licensed. But the Nuclear Regulatory

and the standing the standing for the standing and the standing of the standin

Still, after Public Service has in-

vested \$2.1 billion, or 70 percent of its assets, for its 35.6 percent share

in the Seabrook plant, a creditors' group wants to revalue Public Service's share at \$500 million. The precise point at which power from the plant becomes competitive with energy derived from oil depends on a number of variables, including how much additional in-

vestment is required over the

plant's operating life and how often the plant actually runs. Charles Komanoff, an indepen-dent energy analyst based in New York who is often hired by environmental groups to testify against construction of new power plants, said that if Scabrook could operate at full power 60 percent of the year, which is slightly better than the type, it would replace 10.1 million

barrels of oil a year. The price of electricity produced

The Connecticut partners in the someday, but now in by Seabrook would traditionally be project have already been told by range of \$18 to \$20.

over time, in the 30th year the customer would be paying \$81, he said, and the average figure would be \$130.

it. Nick Ashooh, pointed out that the company last year proposed to accept \$1 billion of the cost itself instead of passing it on to custom-

While Public Service might take of the plant, the utility and other owners of Seabrook may be told by average for existing reactors of its regulators that some of the expense was imprudent and therefore will have to be disallowed.

(Continued from first linance page) Commission recently changed its set according to the cost of capital the agency that regulates them, the because of a dispute over whether rules to accommodate reactors of the owners, and Public Service of Connecticut Department of Public the area around the site, which is on whose neighbors are seeking a veto New Hampshire, which has had Utility Control, that they may face shaky credit for years, has a high a major involuntary write-off. A cost. The result, Mr. Komanoff study commissioned by that agency said, is that in the first year, a recommended that \$1.4 billion of customer buying Seabrook's elective approximately \$5 billion spent tricity under traditional rate-mak-ing would be paying the equivalent of \$160 a barrel.

through October 1986 be disal-lowed as imprudent.

United Illuminating Co., based

United Illuminating Co., based Because capital charges decline in New Haven, owns the secondlargest share in Seabrook, 17.5 percent, and Connecticut Light & Power Co., a subsidiary of Northeast Utilities, owns 4 percent.

Rather than refute the argument.

Public Service spokesmen nibble at major share of the reactor out of the r profits, either voluntarily or involuntarily, the cost remaining for consumers would still be stagger-ing. If customers pay for \$4 billion, it would be the equivalent of \$112 a barrel, according to Mr. Komana write-off voluntarily on its share off; at \$3 billion, it would be \$91. and at \$2 billion it would be \$71.

Oil's historic peak was \$34, a price that spurred large-scale conservation and new production. It undoubtedly will sell for more The Connecticut partners in the someday, but now it sells in the

Page 20 INTERNATION		NAVOTOTA V DECEMBER 19	.12 1007		AURRENCY MAR
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100 1/2	Sales of VWs Increase In Europe, Fall in U.S. Renters WOLFSBURG, West Germany WOLFSBURG, West Germany	No. Clarmit 4.70e11.6 199 4978 4979 4979 4979 4979 4979 4979 49	Vs LSS Inci	## Swiff of the state of the st	
25 % 29 5h = 25 21 31 = Steriling per matric bon 25 % 34 % = 25 31 35 = Section per matric bon 25 % = 25 %	WOLFSBURG, West Germany Wolkswagen AG sold 760,000 cars in West Germany in the first 10 months of 1987, an increase of 6.7 percent over the comparable 1986 period, the management board chairman, Carl H. Hahn.	\(\text{Connect} \) \(\text{AC conset} \) \(\text{AC conset} \) \(\text{Conset} \)	3 Lilly un 224 4 2 34 4 4 34 5 4 4 5 5 6 5 6 5 6 5 6 5 6 5 6 5 6 5	134 Technic 22 39 7 11 1884 1856 1854 1854 1854 1854 1854 1854 1854 1854	
2% 2	board chairman, Carl H. Hahn, said Friday. Mr. Hahn also said that European sales rose 9.5 percent to 908,000 in the first 10 months. But he said sales to the United States and Can-	## Configral 23 ## 125 ## 5		194 194	
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CURRENCY MARKETS

Dollar Continues to Fall in New York

Compiled by Our Staff From Dispatches NEW YORK — The dollar contimued to fall Friday in New York, still under pressure amid a general belief that the Reagan administration is unwilling to aggressively defend the currency.
The dollar had closed at postwar

lows against the Deutsche mark and the yen in New York on Thurs-

All indications are that the administration is not too concerned as long as the financial markets remain relatively calm," said James Vick of Manufacturers Hanover Trust Co. "The pressure is going to continue, and the likelihood is for a gradual decline in the dollar."

In New York, the dollar closed at 1.6315 Deutsche marks, down from 1.6325 at Thursday's close; at 128.35 yen, down from 129.05; at 5.5345 french francs, down from 5.5460; and at 1.3295 Swiss francs, down from 1.3323.

The dollar was also lower against the British pound, which closed at \$1.8380, against \$1.8308 on Thurs-

However, the dollar's close was above the postwar lows touched earlier Friday in Asia of 1.6260 DM and 128.10 yen.

Traders said that gloom continued to hang over the market after Thursday's report of an unexpected widening in the October trade deficit to a record \$17.63 billion from York closings.

\$14.08 billion in September. Dollar buying Friday by the cen-tral banks of Japan and Britain what to close at 1.6315, but that simply slowed the dollar's decline, level was still down from Thursand was not viewed as an attempt day's close of 1.6365. Against the to halt the fall.

The Fed was rumored to have intervened for the second day, but the speculation was not confirmed. Dealers said that any Fed dollar purchases on Friday had little im-

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London Dollar Rates

"Whatever the Fed is doing, it isn't doing much good," a U.S. bank dealer said.

Source : Router

Over the week, the dollar plunged 3.4 percent against the year and 2.3 percent against the mark. A late morning report from the Market News Service, a newswire for the capital and currency markets, quoted an unnamed Reagan administration source as saying that the president opposed the idea of supporting the dollar by tightening domestic credit or intervening

in foreign exchange markets. The report was denied by an official White House spokesman. But a Bank of Montreal foreign exchange trader, Thomas Benier, said that the denial did not lend

support to the currency. There's a very negative psychology in the marketplace right now," he said. "People listen for reasons to sell dollars. But they're less likely to pay attention to good news." Earlier in Europe, the dollar slipped further in thin trading, end-ing below Thursday's postwar New

In London, the dollar traded as yen, the dollar ended at 128.40, down 1 yen from 129.40.

The dollar also fell in London to 1.3330 Swiss francs from 1.3383 and to 5.5366 French francs from 5.5641. The dollar lost ground against the British pound as well,

Traders in London said the mood in dealing rooms was lethar-

Most traders said that unless the United States signaled that it was satisfied with the dollar's level, the currency would continue to drift

The dollar has lost around half its value since concerted international action began pushing it down in 1985,

Earlier in Europe, the dollar was fixed in Frankfurt at 1.6315 DM, down more than 3 pfennigs from 1.6617 on Thursday, and in Paris at 5.5428 French francs, down more than 9 centimes from 5.6375.

In Zurich, the dollar closed at .3340 Swiss francs, down from (Reuters, AFP, UPI)

of their assets by lending cheaply.

Soles in Net 1985 High Low 4 P.M. Ciros

manager at a major Japanese bank.

ment that banks in 12 industrial nations main-

tain capital equal to 8 percent of assets, weight-

ed for risks, by 1992. No common rule now

Kenichi Kamiya, president of the Japanese

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Japan Is Ready To Intervene

TOKYO — Satoshi Sumita, governor of the Bank of Japan, said Friday that the central bank was ready to increase market intervention to prevent the dollar from sliding further.

"The Bank of Japan will pro mote coordinated market intervention with other countries," Mr. Sumita told the Diet, Japan's parliament. He said that, if necessary, the bank would intervene independently to pre-

vent the yen's further rise. Meanwhile, Finance Minister Kiichi Miyazawa told the Diet he hoped that a meeting of the Group of Seven industrial ized countries would be held after the United States approves delicit-cutting measures.

CURRENCY: Dollar Could Firm SCENE: Facing Up to the Deficit

eral Reserve Board "stepping on the anti-inflationary brakes." The main point that everybody is making is that the U.S. has to intervene more actively to protect the dollar. There must be more commitment by the Treasury and the Fed and a greater readiness to market, slow consumer spending, let interest rates rise, said Christolet interest rates rise," said Christopher Johnson, chief economic adviser to Lloyds Bank in London.

For the moment, the market be-lieves that the United States is encouraging the dollar's devaluation, at that point yet."
Mr. Johns of Phillips & Drew said.

Many analysts But he and many private analysts said they thought that the Fed may soon be obliged to tighten monetary policy, perhaps with a Mr. Horne said he believed that

Mr. Cheval, too, said he believed that while the dollar would continue to decline for a few weeks, the above 125 yen in the coming weeks. Fed may soon have to push up "there will be another round of Fed may soon have to push up

Howard Kurz, partner in the New York investment management firm of Buchen, Kurz & Co., said that more drastic medicine was

The dollar will only strengthen when the United States "raises interest rates enough to hit the stock

That will require a major policy change which is "real tough in an election year," he said. "We are not

small rise in interest rates, to it would descend in a series of steps counter the growing threat of inflator as little as 100 year to the dollar by the end of next year or early 1989. Even if there is an interna tional agreement to hold the dollar pessimism," he predicted.

ally slow the economy," he said.

Many analysts also said that even if the dollar were held tempo-

(Continued from first finance page)

cans, he said, may include higher interest rates, credit stringency, more inflation, tax increases, government spending cuts and rising unemployment. "We may have some choice as to what recipe we concoct for the bitter medicine, said Mr. Wojnilower, often called Dr. Doom on Wall Street, "but leaving out any one ingredient means having to include more of

Will the ultimate pain be the

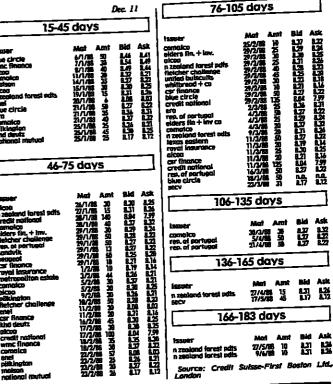
straint could avoid the disruptive effects of disorderly methods: accelerating inflation, soaring interest rates, a free-falling dollar or rising unemployment.

And if the downward adjustment of U.S. demand is matched by policies elsewhere to increase demand, the danger of severe recession or depression everywhere could be avoided.

oppose tax increases or spending

mand by fiscal and monetary re-

Euro-Commercial Paper



Friday's

NASDAQ prices as of 4 p.m. New York time.

Via The Associated Press

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comply rapidly with proposed new rules on international capital adequacy, but domestic regulatory controls would prevent them from doing so, bank officials said Friday. the stiffer adequacy requirements and had already moved to raise their capital ratios by floating new shares earlier this year. They said that the new standards, approved in principle Thursday by a group of major industrial nations, also would mean that Japa-However, the capital ratios of Japan's 13 major commercial banks remain small, ranging from 2.6 percent to 3.46 percent, industry nese banks could no longer compete in the size sources said Japanese banks have so far been allowed to "That's a really high hurdle to clear," said a report much higher ratios by including 70 per-cent of their hidden reserves, or unrealized A group known as the Cooke Committee that gains on their equity, as part of primary capital. operates under the auspices of the Bank for If 70 percent of such hidden reserves were International Settlements proposed a require-

> 11 percent, the sources said. But now that the new capital rule would allow us to count only 45 percent of hidden doing so.

> > Net Low 4 P.M. Chine

Japan Banks Constrained in Meeting World Capital Ratio reserves, the average ratio would get down to 6 Bankers' Federation, said he was relieved to to 7 percent," a senior Japanese banker said. TOKYO — Japanese banks are prepared to know that the proposed capital rule took ac-That means Japanese banks would have to count of Japanese banking practices, such as increase their capital ratios by between one and two percentage points over the next five years, hidden reserves and equity cross-holdings.

Japanese bankers said they had anticipated which appears nearly impossible unless they are allowed other means to raise capital or reduce

assets, he said. The senior banker said that his bank issued 35 million shares to raise about 180 billion yen (\$1.39 billion) this year, but that the move raised its ratio only by 0.1 percentage point. Floating new shares alone would hardly help us attain the 8 percent target by 1992," he said. Banks thus will need to find new means to boost capital, such as issuing convertible bonds and subordinated capital notes at home.

Net Low 4 P.M. Chine

Japanese banks are not allowed to issue suballowed to be included, the capital ratios of ordinated notes, however. Although smaller banks may float domestic convertible bonds, Japanese banks would average between 9 and the 13 major city banks are prohibited from Sales in Net 1806 High Low 4 P.M. Chiga 12 Month High Low Stock Soles in Net 1885 High Low 4 P.M. Chine 1744 1770 3444 1316 1774 1317 1318 1419 1534 1534 1534 1544 1544 154 ᅊ 14/4
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27 Seth Thomas? 28 Rock immortal 30 Familiar, in

Dijon 31 East Indian 32 Links slammer 33 Holdings .34 Murphy, e.g.

35 Ga. city 36 Modify 37 On the mark 40 Where Holmes crimes? 42 "Sayonara"

DOWN

72 Obey 73 Scout's 45 Shave snuggery 46 Turnkey 74 Bug 75 Dole taunters

DOWN 16 Record

29 Carrillo and

.32 Impertment

33 Inventor Howe

Gorcey

36 Put on a

pedestal

39 Rush-hour

aueue?

By Will Steger with Paul Schurke. 339 pages.

\$19.95. Times Books, 130 Fifth Avenue, New

T HERE is no doubt as to who first reached the South Pole: the Norwegian Roald Amundsen in 1911. The North Pole is a different matter. For one

thing, it lacks a fixed surface, where one might plant

a flag or build a cairn. Antarctica is a continent, but

the arctic is a sea, mostly frozen and always on the

move, and the icepack atop the polar point one year

may have strayed several miles south (the only

In addition to this inherent verifiability problem,

history has thrown up rival claimants, both Ameri-

can and each with weaknesses in his case, for the

North Polar prize. Frederick Cook claimed to have

reached it in 1908, Robert Peary in 1909. Cook was

ney, and Peary's final sprint — in which he and his

men logged 25, 30, 40 miles a day - seemed too

good to be true. Though most judges have found for Peary and his unsung assistant, a black man named

unable to produce navigational records of his jour-

37 Did a takeoff

38 Young salmon

ACROSS

47 Take flight

49 Geological

span

54 Velvety

55 Nicklaus's

57 Habituate

58 Bright

50 Flags for

Maris and

Staubach?

paved range?

59 Dressed to the

60 Mississippi

61 Limited

62 Far from

shore

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64 Skedaddles

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68 Weather word

69 Lothario's list

71 Arthurian knight

takes four

ACROSS

77 Where pavers

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Poles 83 Echo Bing

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96 Where long-

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100 Type of type: Abbr.

101 Germ cell

102 Not rented

103 Wagnerian

feature

105 Gourmand

104 Rotunda

107 Blind, in

76 Hopped-up

drink

1 Rio Grande feeder 2 Marupie 3 Peelers object5 Carol 4 Last word in furniture?

5 Appeared 6 Records 7 Abdul, e.g 8 Retton score 9 Core 10 Lackey 11 Eschew is one

12 Brenner 13 Ghazel 14 Cashbox 15 Savage. intractable person

NORTH TO THE POLE

Reviewed by Dennis Drabelle

direction possible) by the next.

York, N. Y. 10011.

DOWN 40 Thirst

quenchers 41 Narcs' quarry verification 17 Syrupy liqueur 42 Film maker's excess? 24 "Pinafore" 43 Tap tap 44 Arramentous 26 Stakes

46 Bulldozed 48 A screen Chan 50 Spinner's machine 51 Tread's neighboi

52 Active TV? 53 Stab 54 Comic Arnold 56 Piece of food 58 "Medea" segment

DOWN

61 Steeplechase accident 62 Marie Wilson roie 63 Catch redhanded

60 Tickle

64 Wards (off) 65 Heavenly Hunter 66 Cinema's Hulot

DOWN 67 Witness 70 Base unit 82 Site of much

Second Opinions By Louis Sabin

77 Volplane 78 Painter's tool 79 Prep for exams 80 McGwire's end-of-season

69 Pant

73 Cross

75 Treacle

dash?

bunnies? 86 Muse or Dryad 87 "Make tracks

horsing

around

85 Crazy for

84 Insert marks

DOWN DOWN 88 Task 81 Consumers 89 Bill attach-

> 90 Skier Steve or 91 Ignore 92 Flower part 94 Court attempt

95 Scottie's song? 97 Bath, e.g. 99 Vane reading

BOOKS

Matthew Henson, there is lingering uneasiness in

It was partly in order to dispel these doubts that two Minnesota wilderness outfitters, Will Steger and Paul Schurke, mounted their spring 1986 polar expedition. They and their six companions relied on dogsleds and got along without resupply.

The literature of exploration is uncommonly blessed with stylish writing and probing examinations of humans under stress, and "North to the Pole" adds to the luster. Steger excels at framing the challenges of travel on icepack. "Moving sleds over the polar snow," he writes, "was like dragging boats over boulder fields." It was hard to decide which were more taxing, the pressure ridges, where heaved-up chunks of ice barred the way, or the valleys in between, where snowdrifts lay waiting. Only when the expedition happened upon leads — fissures in the icepack that had filled with water and irozen over — was progress smooth.

Steger supplies the workaday details of life in a bitterly cold climate that make polar narratives so compelling. They slept fully clothed inside their sleeping bags to be ready in a trice should the ice start cracking beneath them. To satisfy their bodies' cravings for fat, they munched on butter sticks like bananas. In the morning they all left their tents on

The expedition differed from the classics in one humane respect. Rather than kill their spent dogs and feed them to the others, Steger and company had them airlifted out - which also allowed the unforseen evacuation of two injured team members.

both food supply and daily mileage were running low. The unveiling of Plan B, by which only Steger and Schurke would make a dash for the pole, almost caused mutiny. A streak of superb weather vitiated this compromise, and a navigational error fortuitously sent them all sledding around a lengthy open lead. On May 1. 1986, five men and one woman (the first to do so) stood on that patch of icefield which, at the time, happened to be covering the geographical concept known as the North Pole.

ing the last few hundred miles.

Moreover, Steger has studied a photograph of an island Cook claimed to have sighted a few hundred able fact that there is no such island, Cook's supmistaken for land. Steger concludes that the body in the photo is indeed land: "The topography is dis-tincily geologic, fingerprinting it as a rock forma-

Not only did Steger and his band reach the North Pole. They also appear to have settled, as certainly as anyone can, the question of who got there first

Dennis Drabelle, a Washington writer and editor, wrote this review for The Washington Post.

cue to prevent one group's keeping another waiting and shivering outside. To cope with freezing ink, the journal-keeping Steger would get a relay going be-tween his hand and a supply of thawed pens cached inside his clothing and warmed by his body hear.

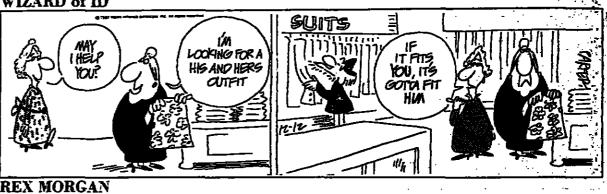
The group nearly unraveled toward the end, when

The expedition's heady pace in the final two weeks lends credence to Peary's candidacy. "The average mileage for our last five marches - just under 34 miles — was virtually the same as what he clocked on his final dash," Steger writes. "As did we and all other polar expeditions of this century, Peary found steadily improving ice conditions dur-

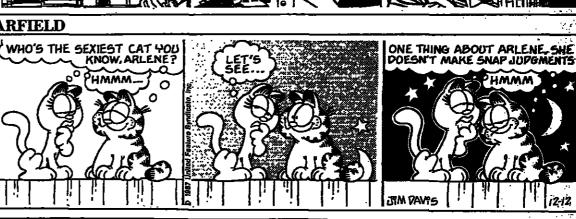
tion rather than one of ice."

PEANUTS THAT'S NO EXCUSE! ANNIE DIDN'T SEND ME YOU DON'T KNOW I'M GONNA SCRATCH A CARD LAST YEAR ANYONE NAMED ANNIE. ANNIE OFF MY SO WAY SHOULD I SEND CHRISTMAS CARD LIST HER A CARD THIS YEAR? C BLONDIE WHEN I GOT WELL, WHAT HAPPENED ONCE I WAS A HOTSHOT EXECUTIVE LIKE YOU BEETLE BAILEY AND BY USING MY PLAN, WE CAN INCREASE SENSONNEL SO SOMEHOW I THINK IVE PLAUSIBLE IN ADDITIONAL LOST AS TO INT MIM EXPENDIT TO INITIATE ... COUNTER D New York Times, edited by Eugene Maleska. Noer Waree











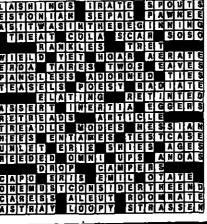
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"Domed"

By Ira Berkow

New York Times Service
NEW YORK — Mailmen, or mailpersons, as the case may be, increasingly must be even hardier than football players.

The mail people have an old motto: "Neither snow nor rain nor heat nor gloom of night stay these couriers from the swift completion of their appointed rounds."

The line is not only a favorite — for the moods implied, the thythm, the energy, that deft adjective, swift — but it points out a difference between everyday heroes (whose quotidian efforts are sometimes slowed but never extinguished) and what is happening to

There are now five domed stadiums in the National Football League, from New Orleans to Honston to Pontiac, Michigan, to Minne-apolis to Scattle. And more appear on the National Football League, from New Orleans to Honston to Pontiac, Michigan, to Minne-apolis to Scattle. And more appear on the National Football League, from New Orleans to Honston to Pontiac, Michigan, to Minne-apolis to Scattle. And more appear on the National Football League, from New Orleans to Honston to Pontiac, Michigan, to Minne-apolis to Scattle. And more appear on the National Football League, from New Orleans to Honston to Pontiac, Michigan, to Minne-apolis to Scattle. And more appear on the National Football League, from New Orleans to Honston to Pontiac, Michigan, to Minne-apolis to Scattle. And more appear on the National Football League, from New Orleans to Honston to Pontiac, Michigan, to Minne-apolis to Scattle. And more appear on the National Football League, from New Orleans to Honston to Pontiac, Michigan, to Minne-apolis to Scattle. And more appear on the National Football League, from New Orleans to Honston to Pontiac, Michigan, to Minne-apolis to Scattle. And more appear on the National Football League, from New Orleans to Honston to Pontiac, Michigan, to Minne-apolis to Scattle. And more appear on the National Football League, from New Orleans to Honston to Pontiac, Michigan to Minne-apolis to Scattle. And more appear on the National Football League, from New Orleans to Honston to Pontiac Minne-apolis to Scattle. And more appear on the National Football League, from New Orleans to Honston to Pontiac Minne-apolis to Scattle. apolis to Scattle. And more appear on the way.

Other than for a leak in the ceiling or a collapse of the roof or the thermostat going bonkers or the lights going on the fritz, there's lights on the bubble ceiling give a sense of a play a football game, either.

no reason that our gridiron gladiators should play in snow or rain or heat or gloom of night. Yet combating the elements has historically

een associated with the brutal pleasures of

Last Sunday evening a football game, seen on national television, was played in the newest and nastiest and noisiest of the covered hippodromes, the Hubert H. Humphrey Metrodome in Minneapolis, known locally as The Hump. It pitted the home team Vikings against the Chi-

cago Bears.
This is a venerable rivalry between a group once known, on one hand, as the Purple People

studio, or a bordello, anything but a football

Now, football games have been played there before, and so have baseball games. No reason now to go into the recently concluded World Series in which the Twins and their full-throated and homer-hanky flapping fans were victori-

Sinking to

ous, and where possibly for the first time in World Series history the major point of discussion was not the linear but the decibel level.

It was there a few years ago that Billy Martin, in his fourth act as manager of the New York Yankees, ranted and raved and declaimed that it was no place to play a baseball game, although, coincidentally, he said that after his team had been beaten

He was right about the dome being no proper domicile for baseball. Now we get from another major authority something we've believed for some time. And that is, a dome is no place to

That's what Mike Ditka said. The coach of the Bears was aggrieved during the last week that his monsters had to suffer the gentrifica-

"Football," he said, "should be played out-

Ditka wanted snow, he wanted rain, he wanted heat, he wanted gloom of night. Or any reasonable facsimile. He wanted what letter carriers must contend with. He wanted anything but indoors.

What's a domed stadium best for? Roller derby, stated Ditka

the Level

Now, no one can disparage roller derby, not in this space, anyway — and Ditka probably wasn't, noting only that there were different forts for different sports.

This observer grew up on the roller derby, in a manner, watching it on television with special pride because of cousin Herbie. Cousin Herbie skated in the early major league, around 1950, and was a jammer, or may have been a blocker

- memory begins to fade - for several teams, including the Midwest Pioneers and possibly the San Francisco Bay Bombers and the Jersey

Herbie Gilmore, tall and angular and longstriding, wasn't one of the front-line skaters, not a Dynamite Mike Gammon, or even a Toughie Brasuhan. In fact, he wasn't even Her-bie. He called himself Robert Gilmore in the roller derby. Robert was his middle name, and I presume he thought Robert gave him a certain

elegance, or sierceness, that Herbie lacked.
This was before the sport turned into rassling-on-wheels, and you'd get hit with a chair if you passed somebody. In the days of cousin Herbie, there was elegance, as well as fierce-

of Roller

And when, in film clips the other day, we saw Ditka take a joke and don the roller skates sent him by the Vikings, then skate on the carpet through the Bears' office, we noted that he, too,

must have watched roller derby. Maybe even watched cousin Herbie. For Ditka, whizzing along, lifted one knee waist high, in traditional roller style, when they'd sweep around the banked track.

"The man's crazy," Ed Marinaro, a former Viking turned gumshoe on "Hill Street Blues" turned color commentator for an evening, said Sunday on television in regard to Ditka's re-marks about the necessity of playing football in the elements. "It's near zero outside and your hands are so cold you can't feel the ball and

your nose is running and you're slipping and sliding It's nasty outside. It's nice inside."

Who needs nice for football? Legendary games were played in the snow and mud and

wind and misery.

If football teaches us anything, it's that life is not a bowl of cherries, that a football stadium should never be mistaken for a roller rink, and that gloom of night is not when someone dims

will have something to say about it. It's up to

the kid. He's going to have to come to a

Steinbrenner said he would not try to match the Tokyo offer but would consider offering Righetti the third year he wants. The Yankees have offered two years for \$1.2 mil-

lion each and the several other clubs that have

"I don't like to give pitchers three years, but you never know," Steinbrenner said.

"We have not considered it at this point, but

we'd consider it."
While the Yankees and Righetti, 29, are far

apart on contract terms - he would like \$1.5

million a year for three years - there's also

the ill feeling the player has toward Stein-

brenner, who never changed the bonus provi-

sions in Righetti's five-year contract when the

pitcher was changed from a starter to a reliever one year into the contract. That cost Righ-

etti money because he twice won the award as

the best reliever in the league.

made offers have not exceeded two years.

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Derbys

conclusion soon."

But as Season Dwindles, Playoff Hopes Still Rise

By Gerald Eskenazi

New York Times Service NEW YORK - With but three mes left in the National Football eague's regular season, no one in the American Conference can make more than conference bragging plans for New Year's. For no one rights. The winner could be guaranplans for New Year's. For no one knows who is going to the playoffs.

On Sunday morning, 12 of the conference's 14 teams will be in contention for playoff spots, with only the Cincinnati Bengals and the Kansas City Chiefs eliminated. In fact, it is possible that not one playoff berth will have been decidplayoff berth will have been decid- 500 or better was in 1983 and each

weekend's games start Dec. 19. berth can be decided, and that could go to the Denver Broncos, who lead the Western Division and play the Seattle Seahawks on Sunday night. favor the Colts by 3½ points. If the Broncos win, and either the Cleveland Browns, the Houston Oilers or the Pittsburgh Steelers - all at 7-5 in the Central - lose, then Denver has a wild-card berth.

In the National Conference, three division titles have been decided, along with one wild card. But get this: the New York Giants, at 4-8, are still in contention. That could end, though, even if they de-feat the St. Louis Cardinals. Should the Minnesota Vikings win and the Los Angeles Rams or the Philadelphia Eagles lose, the Giants are out.

Maybe Minnesotans Are Mostly Very Rich

. \$320,000) worth of betting tickets uncashed in 1985. Last year, it was \$402,000. Now the 1987 total is in: \$455,000 in unclaimed winners, including one Pick Six ticket worth \$58,102.

"I had an explanation for it the first year," said Dick Krueger, who became director of parimutuels for the Minnesota Racing Commission in 1985. "It was a new sport then and people were still learning. I have no explanation for what's happened the last two years."

He said that several 1985 tickets worth more than \$10,000 went incashed, with "one for \$12,500 that I recall." Ticket-holders have a year to collect through the commission, which will continue to cash tickets for the 1986 season

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F-YYM

NFL PREVIEW

The Chicago Bears-San Francisco 49ers game Monday night is for

ed by the time the next-to-last was 1-0. Jack Trudeau is 3-14 as the Colts' starting quarterback. The This weekend, only one playoff Bills' defense is surging, although it was temporarily set back by Bo

> New York Jets (6-6) at New England Patriots (5-7): This could be the last home game for Raymond Berry. The Patriots' coach says he will have to meet the team's new owners before deciding whether to stay. The Patriots are the only East club that can win a tie breaker for first against the Colts. The Jets' secondary is battered, a fact that Steve Grogan will try to exploit, but the Patriots have key injuries throughout. Patriots by 4.

Cincinnati Bengals (4-8) at Cleveland Browns (7-5): The Browns have lost two straight for the first time since 1985, but their coach, Marty Schottenheimer, has put them through an intensive, back-tobasics work week. Cris Collinsworth returned from an injury and had a big game as the Bengals beat Kansas City, but reinjured his foot and is unlikely to play. Browns by 71/2.

Los Angeles Raiders (5-7) at son returns to Kansas City wearing Johnson is unlikely to play; Gene a football uniform and expecting a "rowdy welcome." The Chiefs had fourth-quarter leads over the Bears and another receiver, Ricky Natand Steelers, losing to both on funbles by Christian Okoye. The Seahawks have the league's top team's largest crowd this season. about 65,000, will see Bill Kenney at quarterback against the Raiders'

Pittsburgh Steelers (7-5) at San Diego Chargers (8-4): In losing their last three, the Chargers have yielded 98 points while scoring 38. Now, two defensive regulars are out. The Steelers have rediscovered their old-fashioned running game and, even if Earnest Jackson is unable to play, Frank Pollard is capable of having a second-straight 100-yard game. Chargers by 3.

Denver Broncos (8-3-1) at Seat-

Will the Vikings Sack Moscow?

The Associated Press MINNEAPOLIS - Summit meeting lever has surfaced in the

National Football League, In a letter delivered Thursday to the Soviet leader Mikhail S. Gorbachev at the Soviet Embassy in Washington, Senator David F. Durenberger, Republican of Minnesota, proposed that the Minnesota Vikings play another NFL team in August 1989 in the Soviet Union.

That moved Mike Lynn, general manager of the Vikings, to observe that the history of the Vikings, both ancient and more recent, make them a perfect choice to play the first U.S. pro football exhibition

game in the Soviet Union.

"The Vikings are used to traveling to strange places and strange countries," he said, referring to the Norsemen who inspired the football team's name. "We're kind of explorers by tradition, so why not explore new frontiers in countries that have not been exposed to NFL football?"
The modern Vikings, he pointed out, broke ground with a 1983 exhi-

bition game in London. Next year, they will play an exhibition in Sweden, in the NFL's first foray into Durenberger and Lynn said that,

for symbolic reasons, the St. Louis Cardinals or the Chicago Bears would be the ideal second team for the Soviet Union. The Cardinals are known as "the Big Red" in St. Louis, and the bear is the Russian national symbol. Lynn said he expected a favor-

able response from the Soviets. though no reply was made Thurs-day to Durenberger's letter.



GLASNOST, NOT DETENTE - Nikolai Maslov of the Soviet Selects and Steve Leach compared sticks Thursday night in Richfield, Ohio. Team USA won the first of eight exhibition games, 8-5.



Tokyo Bids for Righetti, Steinbrenner Yells Foul Righetti is a solid kid and I think his parents

By Murray Chass New York Times Service

DALLAS - Free-agent relief pitcher Dave Righetti can defect to Japanese baseball for at least \$8 million over two years, but the huge offer has left him "confused" and has prompted the New York Yankees' owner, George Steinbrenner, to say that it could seriously damage U.S.-Japanese baseball relations.

"I'm basically overwhelmed by the Japanese offer," Righetti said Thursday night by telephone from his home in San Jose, California. "It's a staggering amount of money to play baseball. It's something you can't ignore. It's mind-boggling to me. I have to

take it very seriously.
"It's a tough thing to do, to pick up and leave the country, and I'm rather confused. I don't know whether to do it or not. I don't want to turn around in 10 years and say, damn, I should've gone to Japan and taken all that money. I know it would be a huge adjustment, but I think I can handle it." Bill Goodstein, Righetti's agent, who disclosed the offer from the Tokyo Giants, said

that it was for slightly less than \$10 million. A friend of Righetti said it was for slightly more than \$8 million Righetti said that "I know that no matter which way I go I'll always wonder if I made

the right choice. I'm very much up in the air right now. I never get headaches, but I've got a big one now."

The offer did not delight Steinbrenner.
"Yes, it bothers me," he said. "Some people expressed deep concern last year about some of the offers from Japan. If they want

good relations with American baseball, they

better be careful. It would be ill-advised by

Japanese baseball. If he wants to go over and play in Japan, he can. But I think Dave

Then there was the meeting the two had in Yankee Stadium in September. "David hadn't met with George in five years," said Leo Righetti, the pitcher's fa-

ther, speaking from San Jose earlier Thursday. "He went up to see him just to find out how he felt about re-signing him. George told him he'd have to think about it. He said, 'We really don't need you that bad.' David hasn't talked to him since." The Tokyo Giants reportedly would use

Righetti as a starter. They apparently think they can pay him \$4 million or more a year because they have a new stadium and expect. to sell all the seats. Interestingly, the same team has made an offer to Bill Gullickson, another Yankee free agent pitcher. It is be-lieved to be for \$3 million for two years.

This state's horse players left

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ESTERN CONFERENCE Midwest Division W L Pct. GB 10 5 467

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English 14-24 4-4 32, Vincent 5-14 5-6 15, Rabounds: Oenver 30 (Rosmussen 11); New
York 64 (Green 11), Assists: Denver 27 (Adoraz 10); New York 30 (Jockson 16).
Allipsophose 23 30 31 27—111

Houston 12 (Leavell 8).

Seattle 26 22 23 35 96
LA Clippers 26 25 33 31 -113
Woodson 19-27-827, Cape 7-10-64-20: Enis 9-14
1-22, McCloniel 6-16-3-7 15, Kwilliams 7-91-1 15, Subbonds: Seattle G (Lister 9): LA Clippers Subbonds: Seattle G (Lister 9): LA Clippers (Micropolity 10): Assists: Seattle 23 (McDoniel, Vincent 4): LA Clippers 28 (Drew 10).

NBA Standings

EASTERN CONFERENCE Attentic Division

The Associated Press SHAKOPEE, Minnesota

Marc Wilson, Raiders by 41/2. through March 10. As for 1985's, they're all losers, now.

Basketball

U.S. College Results

Brown 97, Bryont 78
Duquesne 101, Slippery Rock 23
Lo Solle 74, Army 61
Long Island U, 101, Coldwell 71
Lowell 75, Moline 72, OT
Mussachusetts 92, New Hampshire 67
Providence 25, Boston College 82
Temple 83, St. Joseph's 62
SputTh

Bophist U. 91, Add-E. Shore & Florida Southern 90, Hafstra M Maryland 75, East Carolina 97 Oklahama 99, Florida St. 87

EAST

MIDWEST

FAR WEST

National Hockey League Standings

17 10 2 36 134 103

Hockey

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Thirs Place

TOURNAMENTS TCBY TIP-Off TOR

WALES CONFERENCE

CAMPBELL CONFERENCE

New Jersey Philisburgh

the noisy Kingdome, the Broncos' New York Giants (4-8) at St. fourth rusher to reach 12,000 in the leans Saints (9-3): The Saints, John Elway will have to shout at Louis Cardinals (5-7): The Cardinals (5-7): The Redskins could be pick-among their other accomplishments. some hacktons: receiver Vance Lang, with a dislocated thumb, may not be effective at fullback pass defense. Seahawks by 31/2.

NATIONAL CONFERENCE

Chicago Bears (10-2) at San Francisco 49ers (10-2): Mike Tomczak is 10-0 as the Bears' starter. He gets another chance as Jim McMahon has a hamstring injury. Two of the Bears' defensive starters are back, pass-rushing end Dan Hampton and linebacker Otis Wilson, but the Bears could have a tough time increasing their league-leading total of 56 sacks. Joe Montana is at a peak and his wide receiver, Jerry Rice, with 15 touchdowns, is three under the NFL's the Seahawks (7-5); Besides battling season record. 49ers by 41/2.

World Cup Skiing

WOMEN'S DOWNHILL

1. Brighte Certil, Switzerland, 1:50.91 L. Elisabeth Kirchler, Austria, 1:50.94

5. Laurie Graham. Canada, 1:51.44

4. Mario Walliser, Switzerland, 1:51.50

7. Sylvio Eder, Austrilo, 1:51.65

8. Koren Percy, Canado, 1:51.35

9. Michaela Gerra, West Germany, 1:51.79

10. Korin Dedler, West Germany, 1:52.10

:5226 12. Heldi Zeller, Switzerland, 1:5230 13. Veranika Wallinger, Austria. 1:5246 14. Heldi Zurbriggen, Switzerland, 1:5256 15. Pejra Kronberger, Austria. 1:5276

WOMEN'S OVERALL STANDINGS

2. Martela Svet. Yugoslavia, 40
4. (He) Blanca Fernandez Ochoa. Spain.
Id Marie Walliser, Switzerland. 35
4. Marina Kiehl, West Germany, 33
7. Chantel Bournissen, Switzerland. 31
8. Brigitte Ourhi, Switzerland. 29

Michaelo Gers, West Germany, 28

THURSDAY'S RESULTS

Sweener (72), O'Derver (3), Svers (6), Court-nell (13); Corpenter (12), Penton (8), Rebitalis (16), Shots se soul: Los Andeles (on Keons) 15-11-3-35; Boston (on Healy) 10-13-10-33.

Philiadelphia 2 2 1—5 Croven (B), Samuelsson (2), Dobbin (2), Poulle (10), Sutter (2); Paddubny (16), Bru-boker (1), Ogradnick (9), Sads as sel; New York (on Herbil) 7-11-4—22; Philiadelphia (on Freese) 18-11-8—37.

St. Louis 1 2 2-5
Minnesotu 1 1 2-4
Nordmark (3), Glimour 2 (12), Hunter (14),

Remins (3); Ciccarell (17), Bellows (20), Archibold 2 (8), Shots on seel: St. Leuis (on Takko) 10-11-11—32; Minnessia (on Millen)

(At Lenkerbod, Switzerbod)

1. Alichelo Fisiol, Switzerbod, 1 m
50.52 seconds

2. Storid Wolf, Austria, 1:50.64

nais are the only team the Giants have dominated this season. Now the Cardinals will be without their top cornerback, Cedric Mack, and fullback Earl Ferrell. Giants by 3.

Atlanta Falcons (3-9) at Los Angeles Rams (5-7): Although the Rams have won four straight, they are less formidable with both starting safeties out with injuries. But 11 Falcons are on medical report this week, and their defense, with only 15 quarterback sacks, was not so hot before. Rams by 10.

Dallas Cowboys (5-7) at Washington Redskins (9-3): The Cowboys are wondering whether Tom Landry will still be coaching next season. Better they should worry about their quarterback: Danny White probably will return for the injured Steve Pelluer. Tony Dorsett needs 23 yards to become the

Transition

BASEBALL

MINNESCTA—Traded Dave Vetsch. aut-leider, in Cincinnati for Bill Cushali, pitcher;

BASKETBALL Maticaal Basketbal Association
INDIANA—Waived Clini Richardsonguard, and Brian Rowson, forward, Activated Scott Skiles, sourd,
MILWAUKEE—Waived Dudley Bradley,

forward.
PHOENIX--Put Walter Davis, guard, on

injured list. Activated Eddle Johnson, for-word, from injured list.

Notional Football League
BUFFALO—Wolved Lee Johnson, punterplacekicker, Signed Waity Beecher, Placekicker, and Lionel Vilal, running back.
DENVER—Waited John Ayers, offensive

ineman, L.A. RAMS—Put Vince Newsome, sofety, on niured reserve. Activated Danoid Evans,

fullback. MIAMI—Put Owigh! Stephenson, center, on Injured reserve, Signed Dovid Lewis, tight end.

MINNESOTA-Signed Bucky Scribner.

NEW ENGLAND—Walved Tom Porell.

nose tackle. N.Y. JETS—Put Lonce Mehl, linebacker, and Russell Corler, cornerback, on injured

defendeman, to New Hoven, American Hock-ey League. Sent Gord Walker, right wing, to Colorado, International Hockey League.

Tennis

(At London) Raund-Poble

Mecir and Smid det. Annacane and Van Rensburg. 6-2.6-1.6-4: Cosal and Sanchez. def. Devis and Pate. 7-6 (8-6), 6-4, 7-6 (7-5).

N.Y. KANDENS—ASSIGNED

Masters Doubles

FOOTBALL

d Cutshall to Orlando, Southern Leasur

on a rookie free

"He's going to be the quarterback years to come." Bucs by 6.

nounce Friday whether Tommy play because of a thigh injury and Kramer or Wade Wilson would start the absence of center Dwight Steat quarterback. Their pass rush has produced 27 sacks in seven games since the strike. Vikings by 4.

Ron Burton who, for the first time first in possession time. That will be in his brief career, is going to be a important against the quick-striking middle linebacker. Redskins by 9½. Oilers. But their inside linebackers Detroit Lions (2-10) at Tampa are hurt, which the Saints' big run-Bay Buccaneers (4-8): The Lions are could capitalize on The

"He's going to be the quarterback delphia Fagles (5-7): Coach Buddy against us twice a year for many Ryan of the Eagles contends that Don Shula gets favored treatment from officials. But the Dolphins' Minnesota Vikings (7-5) vs. from officials. But the Dolphins' Green Bay Packers (4-7-1), at Milcoach will need more help from docwankee: The Vikings were to antions. Kicker Fund Reveiz may not phenson could enable a pass-rushing defense to pressure Dan Marino, although Terry Hoage, the Eagles' important free safety, may be out Houston Oilers (7-5) at New Or- with an injury. Eagles by 1.

INTERCONFERENCE

have no place to go. So what's their Oilers must get the lead: The NFL's motivation? "It's important to do well against Vinny Testaverde," when it trails. Saints by 7½. said their coach, Darryl Rogers.

Miami Dolphins (6-6) at Phila-

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Diego Maradona of Argentina, who had announced he would sign a contract keeping him with Italian Soccer League leader Napoli until 1993, lost his car but escaped injury in a highway accident while driving with his family to Rome to meet visiting President Raúl Alfonsin of Argentina. (UPI)

Paolo Rossi, the hero of Italy's 1982 World Cup victory, announced

ligament and cartilage tears in his left knee.

Quotable

 Tom Kelly, the Minnesota Twins' manager, asked if the fans' zeal made the Metrodome the best home field in baseball: "What does zeal mean?" (LAT)

SPORTS BRIEFS

Figini Nips Wolf in Cup Downhill Race

LEUKERBAD, Switzerland (AP) — Michela Figini of Switzerland skied Friday to her first victory this World Cup season, holding off Sigrid Wolf of Austria to win one of the circuit's most difficult downhill races. Figini started first and finished in 1 minute, 50.52 seconds over a course whose 2.575-meter (2.815-yard) length proved exhausting for the racers. Wolf, winner of the season's first super-G, at Sestricre, Italy, picked up time on the lower part of the course but finished 0.12 seconds back.

IOC Closes Loopholes in Drug Rules

LAUSANNE, Switzerland (AP) — Two loopholes in the anti-doping rules of the Olympics were closed Friday, while jai alai and roller hockey were added as demonstration sports for the 1992 Games in Barcelona. The International Olympic Committee's executive board banned the use of human chorionic gonadotropin, a substance that can increase the rate of production of naturally occurring steroids. And, in approving a report from the IOC's medical commission, the board also outlawed chemicals or methods that mask the use of illegal drugs in athletes. This includes probenecid, an anti-gout medication that can hide the presence of strength-building, and illegal, anabolic steroids in urine tests.

Dodgers, Mets, Athletics Swap Players

LOS ANGELES (AP) — The Los Angeles Dodgers acquired relief pitchers Jesse Orosco, the hero of the 1986 World Series, and Jay Howell and shortstop Alfredo Griffin on Friday in a three-way, eight-player trade that sent pitchers Bob Welch and Matt Young to the Oakland Athletics, while the New York Mets got right-handed minor league pitchers Jack Savage, Walt Whitehurst and Kevin Tapani.

First, Orosco was dealt to the Athletics, who then sent him, Howell and untfin, the 1984 American League all-star shortstop, to the Dodgers. The Dodgers sent Weich, Young and Savage to the Athletics, who sent Savage, Whitchurst and Tapani to the Mets.

For the Record

that he was retiring from soccer.

(AP)

Chris Welp, the first-round draft pick of the Philadelphia 76ers of the NBA, is out the rest of this season and the first part of the next because of

Resnd-Erobin Alloslav Mec'r and Tamus Smid, Crectostovatia, del Laurie Worder and Peter Doohan Australia, 6-4, 3-4, 6-3, 7-5; Staton Eathers and Anders, Jarryd, Sweden, del, Poul Annocore. U.S. and Christo Van Rensburs, South Africa, 7-6 (7-4), 6-3, 6-2; Ken Flach and Robert Seaute, U.S. del, Scott Davis and Devid Pate, U.S. 6-2, 6-4, 6-4; Sergio Cosal and Emilia Sonchez, Spain, del, Garry Donnelly and Peter Flenting, U.S. 6-3, 6-4, 6-4 Mecil Card Smid del, Appropriate and Man.





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Eyesore or Landmark?

By Philip S. Gutis

EW HARTFORD, New York

This is a village of 700 buildings. One of them, depending on the observer, is either an eyesore, a dilapidated commercial artifact of the 1930s, or an architectural gem, a compact well-preserved example of the modern style.

The building, a gasoline station that has anchored the center of this village since 1936, is at the center of a fight that pits preservationists against the Sears Oil Company, a family owned business that wants to tear down its station and replace it with a large canopy covering several gasoline pumps.

"The details on that building, the craftsmanship and workmanship that went into it — it is a perfect period piece, a living museum, said John Margolies, an author and photographer who has chronicled les of roadside architecture across the United States.

But the oil company has supporters.

"For 10 years, we've tried to get the Sears people to do someth with this gas station," John Hoffman, a former member of the Village Board, said at a planning board hearing, "Now that the Sears Company has come to us and wants to do something about the building, we should jump on the chance, or we will be stuck with that eyesore for the rest of our

The battle occurs as architectural historians are focusing their atten-tion on so-called roadside, or vernacular, architecture, the structures built as the automobile entered American life. Although these buildings are disappearing quickly as land values rise and tastes change, several are being preserved The National Register of Historic Places lists 19 service sta-

When the station was built. Sears designed it in the fashion of the day. A white-and-cobalt blue porcelain enamel surface was set off with dramatic red neon lighting, little of which remains. Curved windows graced the streamlined facade, with its single-bay "lubritori-

Margolies learned of the station when he delivered a lecture on roadside architecture in neighbor-ing Utica. He also learned it was scheduled to be demolished. A busy work schedule for the demolition crew has delayed the destruction until at least spring.

Even before Margolies's visit, the station had attracted attention, though much of the comment was

Others, though, argued the building has intrinsic worth. "It should be saved, not because say it is beautiful or because I think it is good architecture," the past president of the Landmarks Society of Greater Utica, Barton R. Rasmus, said. "It should be saved because it is an architectural style

Kevin Kelly, chairman of the Village Planning Board, which must issue an advisory ruling on the proposal for the new station, said. "For the last three years. I've been threatening to landmark that

that is almost extinct."

The suggestion to designate a service station met with little interest in the community. 'We don't know tourism and we don't know art," Kelly said. "There

isn't much agitation to save these kinds of things."

That has been the case nationally, as thousands of examples of the early roadside heritage have disappeared.

ALL roadside architecture is difficult to preserve," said David Gebhard, a professor of architectural history at the University of California at Santa Barbara. "But I would hope that in some nefarious way we can save at least a few of those poor little creatures.

"We need to preserve a few reasonable remnants of the commonplace. Otherwise, within a very short period, all we will have is photographs or renderings of them

In New Hartford, the question is further entangled because the president of Sears, Howard P. Sears Jr., a son of the founder, is a selfproclaimed gasoline-station buff. The morning after the planning board meeting, he proudly showed of a 1932 stncco-and-red-tile station in Rome, New York, that, be said, he has been unable to part with since closing it in 1973.

Beauty is in the eye of the beholder," said Sears, who is 60 years old. "And that station in New Hartford doesn't do much for me. But this station, this is beautiful."

Crisis in the French Film Industry

By Steven Greenhouse New York Times Service

DARIS — At first glance, it is Chard to understand why the French film industry is so wor-

This year, Louis Malle's "Au revoir les enfants" won top prize at the Venice Film Festival and Manrice Pialat's "Sons le soleil de Saran" took first place at Cannes. On the other side of the Atlantic, Claude Bern's epic "Jean de Florette" is going strong in New York art houses, and in the ultimate form of flattery, Touchstone Pictures has just remade the French hit comedy "Trois hommes et un conflin" ("Three Men and a Cra-

What is more, how many countries can boast of a pantheon of directors that includes Eric Rohmer, Louis Malle, Jean-Luc Godard, Bertrand Tavernier and Alain Resnais?

Nonetheless, all that French filmmakers seem to be talking about nowadays is "the crisis." A few statistics tell the story. In 1986, 163 million people went to the movies in France. So far this year, attendance is 20 percent lower. As a result, individuals in the film industry are predicting that, within three years, up to 30 percent of France's movie houses will be forced to close. The num-ber of French films in production is down from 160 movies in 1984 to 120 this year. And last year, for the first time, more French moviegoers went to see American films than French films.

There seem to be as many reasons for France's film crisis as there are French filmgoers: The number of television stations here has doubled from three to six since 1984. The number of movies aired has doubled, too - viewers know they can wait just a year after a film comes out to see it on television. Canal Plus, France's first cable television network, began operation in 1984, specializing in movies.

Some film industry figures say last year's terrorist bombings in Paris persuaded many moviegoers to stay home. Others blame the high cost of tickets - often 35 francs (about \$6.50) or more and dissatisfaction with the tiny screens in France's many multi-



Scene from Louis Malle's prizewinning "Au revoir les enfants."

But according to some industry officials, there is one overriding reason why the French cinema has taken ill: Its films are not good enough. Sure, every year or two, there is a solid Malle film, a good Rohmer, a fascinating Godard, but what about the hundreds of other French movies? The films being made are just

often not good enough to attract people to movie theaters," said René Bonnell, director of film programming for Canal Plus. Today's films are not different enough from what's being offered

"In France, there is a real audience crisis," added Anne Andreu, film writer for L'Evenement du Jendi, a French newsweekly. "But there is also a professional crisis." France's film industry is divided into two halves - commercial filmmakers and "art" filmmakers - and although the two sides

rarely agree, they concur about ness of the crisis. The commercial moviemakers worry that the decline in attendance means that the dozens of comedies and police thrillers that used to eke out a profit will lose money. Since no one wants to make films that lose money, this means

fewer films will be made. The art-film makers, while confident that they will keep their loyal audience, worry that the drop in overall attendance will make it harder for them to find

French producers scrounge their financing from distributors, television stations, tax-shelter investors and the government. Movie distributors have traditionally been a major source of funding for French films, but as they hit hard times that source has been rapidly drying up. At the in the world. "In the United same time, the government is dol- States, there are excellent films

ing out less money for films. The television channels are filling the void. More than ever before, they are calling the shots on which films get made and which don't. "TV wants proven films, without problems, with stars and very

"It's all very worrisome." What we're seeing is the banalization of French cinema," said Serge Toubiana, editor-in-chief of Cabiers du Cinema, the film jour-

facile story lines." said Andren.

Patrick Brion, director of film programming for France's chan-nel 3 television network, says one big problem with French cinema is what is often called nombrilisme -a derisive term can be translated as a fascination with one's belly button. In his view, too many French films are self-centered and fail to look at what is happening in the world. "In the United

vs. Kramer' and 'Platoon,'" he said. "Why don't we make films like that?

Perhaps the biggest fear is that the crisis will make it harder for France to produce the young filmmakers who will replace the Truffauts and Godards. Many film buffs fear that France will soon have a problem in passing the baton to a younger generation since François Truffant died in 1984, while Rohmer is 67, Resnais is 65, Godard is 57 and Malle is

Some young directors, such as Diane Kurys ("Diabolo Menthe" or "Peppermint Soda") and Jean-Jacques Beineix ("Diva") have each produced one hit film, but they have yet to put together a skein of commercial successes.

French cinema also lacks stars. The French used to stampede to see any film starring Jean-Paul Belmondo, Alain Delon or Lino Ventura. But nowadays Belmondo and Delon are making Grade B films, and Ventura died in October. Catherine Deneuve, Yves Montand and Isabelle Adjani still have lots of fans, but they are making fewer films than in the past. Only Gérard Depardicu, who stars in "Jean de Florette," seems to be packing in the crowds.

"French cinema needs excellent actors, excellent directors, excellent dialogue writers. We don't seem to have them right now," said Brion. "France had a golden period of art with Picasso, Miro, Matisse and Braque. There are dark periods, too, and that's what we're having now in French cine-

One often hears the refrain that the distributors and television chains, more scared than ever of taking risks, do not want to place a bet on a relative unknown. Young directors complain that, when they piece together financing, it is usually not enough to make a film that will feature stars

and woo the crowds. But Marin Karmitz, the producer for "Au revoir les enfants." is optimistic. "You don't need a lot of money to make a terrific film," he said. "If young French directors have limited money, they'll just have to be more daring

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PEOPLE

Bob Hope to Entertain 👍 U.S. Troops in the Gulf

Bob Hope will leave soon to entertain American troops in the Gulf during the Christmas season, a holiday tradition he began in 1948 with the Berlin Airlift. Hope will take Diahann Carroll, Vic Dar Berbara Eden and other entertainers with him.

Esquire magazine has named Lieutenant Colonel Offiver North the most "Dubious Man of the Year" in its annual "Dubious Achievement Awards" issue. North was cited by Esquire for his remarks during the Iran-contra hearings. They included his defense of the diversion of funds from the Iran arms sales to the contras - "I think it was a neat idea"—and his admission that, "If the command er in-chief tells this heutenant cold nel to go stand in the corner and on his head, I will do so." Oth cited for their dubious achiev ments in the magazine's January issue include: Attorney General Edwin Meese 3d, for saying "I don't recall," or some variation of that, 187 times during congressional hearings, and the former national security adviser John Poindexter for saying "I don't recall," or some variation, 184 times.

Jimmy Carter, the former pur-dent, assessing the state of hur rights in the world, singled South Africa as a villain Thur while presenting an award Chilean advocacy group. Le caria de la Solidaridad was av ed the second annual Carter-M Human Rights Prize for its effor to fight and expose human rights violations in Chile.

The former PTL leader Jim Bakker has told associates he was ordained four weeks ago by a Tul-sa, Oklahoma, church, but the church's director refused to confirm the report. It would be a "little presumptious" to say Bakker has been ordained, said Robert Lemon, national director of the charismatical Faith Christian Fellowship International

The entertainer Samury Davis Jr., who underwent reconstructive hip surgery last year, received an artificial hip Thursday during a 2%-hour-operation in Los Angeles, a spokesman said.

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